



## ***“Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area”***



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### *Collection of Primary and Secondary Data*

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## List of Abbreviations

CCCI: Chania Chamber of Commerce and Industry

CCIS: Chamber of Commerce and Industry of Serbia

CIA: Italian Confederation of Agriculture

CRETE: Region of Crete

E-ZAVOD: E-institute, institute for comprehensive development solutions

INSULEUR: Network of the Insular Chamber of Commerce and Industry of the European Union

IPR: Intellectual Property Rights

PDO: Protected Designation of Origin

PGI: Protected Geographical Indication

PP: Province of Potenza

SME: Small and medium-sized enterprise

TSG: Traditional Specialties Guaranteed

TUC: Technical University of Crete

UCCIAL: Union of Chambers of Commerce and Industry of Albania

UNIBAS: University of Basilicata

ViBIEC: Virtual Transnational Business Innovation & Entrepreneurship Center

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## Executive Summary

The present deliverable T2.1.1: “Collection of primary and secondary data” is part of the activity T2.1: “Information database” of WPT2 and it aims to determine specifications and collect information for the development of the Virtual Transnational Business Innovation & Entrepreneurship Center (ViBIEC) platform, which is one of the main deliverable of the INNOVAGRO Project.

The outline of the ViBIEC specifications has been described in the initial proposal and it includes four main modules: e-library, e-learning, e-networking and e-tools (business tools). So, the aim of this deliverable is to collect material and also clarify the features of the ViBIEC. Aiming on this, the deliverable has three main parts:

- A literature review about business supporting agents and an extensive research on existing business platforms on the web.
- A qualitative research, interviews using a semi-structured questionnaire, on potential users of the ViBIEC, in order to investigate their needs.
- A secondary data collection by partners, which was based on a questionnaire that provides a common specifications framework for all the material to be collected.

In the first part, a literature review was conducted including information about incubators, accelerators, and entrepreneurship centers that offer business support services to SMEs. The main findings show that startups under the protection of an incubator have much more chances to survive and grow than other enterprises, struggling without an incubator’s support. Thus, supporting a company, especially during its initial steps is crucial for its survival. However, as ViBIEC will not provide access to physical resources, office support or access to financial resources, it is not considered to be an “incubator” in the strict sense of the term, as Zedtwitz (2003) suggested. Nevertheless, it will provide two main services of an incubator, the entrepreneurial startup support and the access to networks, which are also very important for a startup survival and growth. However, the characterization “Entrepreneurship Center” seems to be the most suitable for ViBIEC, as it will provide services not only to start ups, but mainly to existing companies that wish to extend their sales abroad.

As many of the abovementioned agents have a presence on internet through several business platforms, the presented report examined a large number of these platforms. Six of them were selected and presented in detail (StartLife, Agro Innovation Lab, RE-Rise, Market Maker, SME Toolkits and Bplans), as they have, potentially, similar modules to those of ViBIEC. It should be noticed that according to the presented research, there is no other online platform similar to ViBIEC, having the above mentioned modules. In addition, only few of the existing platforms focus on agro-food companies. Thus, interesting ideas and several resources were collected, which will be taken into account during ViBIEC’s elaboration.

To summarize findings from the exciting platforms review, e-library section can include information in the form of articles, links, guides, templates, case studies, success stories, good practices, checklists/quizzes or even videos. Studies and reports can also be included, if they are available. All of them can be presented in several ways: online, downloadable files, files connecting with tools/spreadsheets etc. The e-learning module can include training videos (.ppt with or without voice) and/or webinars (recorded or live), while the e-networking module can include information about exporters, importers and generally information about agro-food businesses, trying to provide easy business linkages. Alternative ways of business presentation can also be examined. Finally, regarding the e-business tools module, several alternative tools are available on the web, which

facilitate business development. Some of them are free, while some others are not. This report summarizes the most important business tools that may be helpful in ViBIEC, emphasizing the need to adapt all these e-tools to the needs of agro-businesses.

In the second part, a qualitative research for the user needs analysis is presented. Fifteen representative companies/clusters from Greece, Slovenia, Italy, Albania, and Serbia were interviewed. All participating companies/clusters belong to the agro-food sector, having different activities, size, and turnover. Collected data show that most entrepreneurs decide to set up a new business, mainly by using their instinct and less frequently by doing a concrete business calculation or a business plan. At the very early business steps, entrepreneurs often seek advice from their close environment (i.e., family, friends, and work). Initial funds are usually given by the owners. However, while the company is growing, more funds are required and the company has to present a justified business plan to get additional funds. In many cases, a business plan is prepared by the owner and/or the company's staff and the most difficult issue refers to the market estimations and investment returns.

The most important problems that entrepreneurs face in the first steps of their business are: funding, bureaucratic procedures (generally and particularly for getting the initial operating licenses), and strategy development. Later, the frequent change of the food legislation, tax policy, starting exports and finding partners are also issues of concern.

Most agro-food companies target their product to the local or the national market and only few of them export their products, mainly to EU countries, but also in other countries. The first problem that they have to overcome in order to go abroad is their low capacity, but secondly they have to face the complicated procedures and probably the additional certifications required. However, before aiming on a foreign market, a company needs to have information about demographic data of the country, eating and drinking habits, as well as any special legislation concerning food imports and distribution. However, although exports is an opportunity for growth, only few companies have conducted a market research for a foreign country and most of them do not even have a written marketing plan. Furthermore, most companies do not update their business plans in a regular basis.

Regarding networking, most companies participate in national and international fairs in order to develop collaborations, while B2B meetings organized by chambers are also helpful. However, the participation cost in this kind of events (as exhibitors) is rather high and thus it is difficult for a small company to afford. The most important available online information that may be useful for agro-food companies includes friendly farming practices and legislation, while the most useful business tools are related to marketing plan development and effectiveness evaluation of a promotional campaign.

Finally, in the third part of this report, which is the core of the deliverable, the collection of secondary data is presented. Data have been collected using a questionnaire that can provide a common specification framework for all collected material. The material collected includes information about:

- a) Agro-food clusters or cooperation networks (lists, policies)
- b) Studies related to the agro-food sector (conducted under EU Regulations, Interreg or other EU programs, exporters association, agro-food clusters or cooperation networks)
- c) Exports and imports of agro-food products (list of exporters, importers, wholesalers, laws and regulations for exports/imports)
- d) EU quality schemes for agro-food products (data about cultivation areas, production, trade, exports, etc.)
- e) Trade fairs, trade shows and exhibitions (list of events related to agro-food products)
- f) Innovative agro-food companies (regulations)

Partners filled the questionnaire with information and data focusing on their regions/countries, based on the aforementioned topics. A summary of collected data is given in the main part of this report, while more detailed material can be found on the Annexes. All these material will be used as part of the e-library and e-networking module of the ViBIEC platform.

Concluding, this deliverable may be considered as the necessary preliminary step for the development of the ViBIEC. However, final formulations will be adjusted according to the available technical capabilities. In all cases, the included material will be constantly updated and enriched during the Project's implementation.

## 1 Introduction

INNOVARGO Project focuses on the development of links and synergies between farmers, agro-food enterprises, Research Institutes and Public Authorities for the promotion of agro-food products' extroversion, the development of agro-food companies' internalization and the promotion of environmentally-friendly farming practices. To this end, the main outputs of the Project are:

- A Transnational Cooperation Network in agro-food & tourism sector, and
- A Virtual Transnational Business Innovation & Entrepreneurship Center (ViBIEC).

Work Package T2: *"WPT2: Development of innovative tools and services for the SMEs internalization"* aims to the development of the aforementioned ViBIEC platform and includes two main activities:

- Activity T2.1: Information database and
- Activity T2.2: Development of e-application of innovative ICT services

ViBIEC will offer support to SMEs of agro-food business in the participating regions/ countries, aiming at their growth and internalization. Other goals are to enhance the SME's extroversion, their innovation capacity, their networking ability and also to promote the use of environmentally-friendly farming practices.

Throughout the WPT2 implementation, partners were involved in the collection of primary and secondary data (Activity T2.1), which will be used for the e-application of innovative ICT services development (T2.2).

The present deliverable T2.1.1 *"Collection of primary and secondary data"* is part of Activity T2.1 *"Information database"* of WPT2 and includes:

- A review of existing similar platforms developed in the agro-food ecosystem.
- A qualitative research (interviews using a semi-structured questionnaire) on potential users of the ViBIEC in order to perform a user needs analysis.
- A secondary data collection based on a questionnaire developed by the Technical University of Crete (TUC-P3), which gave a common specifications framework for all the material to be collected by the involved partners. This material will be used in the ViBIEC platform.

The qualitative research for the user needs analysis was conducted by the following main partners involved in the development of the ViBIEC: Technical University of Crete (TUC-P3), E-ZAVOD (P6), and University of Basilicata (UNIBAS-P10)) through personal in-depth interviews using the semi-structured questionnaire presented in Annex II. The questionnaires were completed by agro-food companies operating in the intervention regions/countries of the INNOVARGO project.

The user needs analysis is a preliminary important task for the development of the ViBIEC, which aims to give a clear view about the necessary modules that should be included in the platform. In particular, the survey conducted examines the following important issues of agro-food companies: business foundation and planning, market/distribution channels, information channels, and business collaborations.

The collection of the primary and secondary data was implemented following the questionnaire presented in Annex III. The following partners contributed to the collection of this questionnaire: INSULEUR (P4), Province of Potenza (PP-P5), E-ZAVOD (P6), Chamber of Commerce and Industry of Serbia (CCIS-P9), and University of Basilicata (P10). The involved partners filled the questionnaire with information and data focusing on their regions/countries, based on existing surveys, studies, publications, and datasets of national or regional relevant statistical services or other sources (desk research).

The questionnaire referring to primary and secondary data collection includes the following main parts: agro-food clusters or cooperation networks (lists, policies). studies related to the agro-food



sector (conducted under EU Regulations, Interreg or other EU programs, exporters association, agro-food clusters or cooperation networks), exports and imports of agro-food products (list of exporters, importers, wholesalers, laws and regulations for exports/imports), EU quality schemes for agro-food products (data about cultivation areas, production, trade, exports, etc.), trade fairs, trade shows and exhibitions (list of events related to agro-food products), and innovative agro-food companies (regulations).

Based on the INNOVAGRO project description ViBIEC will offer support through e-incubators, e-business network platform, and digital tools for the self-assessment of an SME's level of extroversion. Specifically, the platform will include the following sections/modules:

- *e-library*, which will include documentation in the field of agro-food sector in the participating countries, such as description of new/existing agro-food clusters and cooperation, clusters policy, relevant cooperation networks, exports/imports, regulations and laws, environmentally-friendly farming practices, etc.
- *e-networking*, which aims to foster collaboration and mutual activities among SMEs. Also, networking between SMEs and educational organizations and research centers will be pursued. Furthermore, entities/clusters will be allowed to post contact details, a short description of the proposal/request/intention and type of their pursuing cooperation, etc.
- *e-tools*, which will include self-assessment tools for innovation and extroversion, business plans, e-financial management tools, etc.

Target groups for using ViBIEC platform are SMEs, local, regional and national authorities, higher education institutes and research centers and business support organizations. SMEs will use e-library, e-learning and e-tools sections in order to increase their skills and qualifications. Also, they will also use the networking section for information about clusters, bodies and other SMEs acting in agro-food sector and they will be able to exchange useful information with them: proposals, requests, expressing intention for a cooperation, etc. Business support organizations, public authorities and research institutions will use the relevant section (e-library) with documentation regarding clusters info, clusters policy, relevant cooperation networks, etc.

Chapter 2 of this deliverable presents the review of existing platforms and virtual incubators. User need analysis is presented in chapter 3, while the collection of the primary and secondary data is given in chapter 4. Finally, some concluding remarks are given in chapter 5, presenting also more analytically the contents and specifications of ViBIEC.

## 2 Review of Virtual Incubators and Business Platforms

### 2.1 Virtual Business Centers and Incubators

This chapter presents a literature review about the incubators, accelerators, entrepreneurship ecosystems' services and other tools offering business support services to SMEs. The main aim is to provide a general overview about the digital business tools focusing on entrepreneurship support and growth.

#### 2.1.1 Incubators

Helping startups to grow and turn their ideas to viable ventures was always a promising way to enhance the entire economy, reduce unemployment and improve the living standards of the society. Business incubators first appeared in 50's providing infrastructure facilities and several services to the incubated companies in order to help them grow.

Initially incubators were a means to revitalize declining manufacturing areas, and they served as a tool for reconversion. They offered services to all kinds of enterprises from low-tech, to no-tech, including manufacturing and services. The oldest one is situated in the United States. It was created in the 1950s in response to plant closures in Batavia and New York. In Europe, one of the first incubators was set up in the United Kingdom in 1975, when British steel formed a subsidiary called the British Steel Industry to create jobs in steel closure areas. Both in the U.S. and in Europe, step by step the concept evolved. (Aernoudt, 2004). Actually, physical business incubators took off during the 90's. Thus, the number of business incubators was about 200 at the beginning of the 1980s and it became more than 3,000 in the beginning of the new century (UNECE, 2000). Carayannis and von Zedtwitz (2005) notice that *"incubation has experienced increased attention as a model of startup facilitation. Venture capitalists see incubators as a means to diversify risky investment portfolios, while would-be entrepreneurs approach incubators for startup support. Incubators are faced with the challenge and the opportunity of managing both investment risks, as well as entrepreneurial risks"*.

Through the years, incubators tended to target seed and early-stage startups, thus their "primary market" considered to be the intermediary stages of startup evolution, as described by von Zedtwitz (2003) in Figure 1.

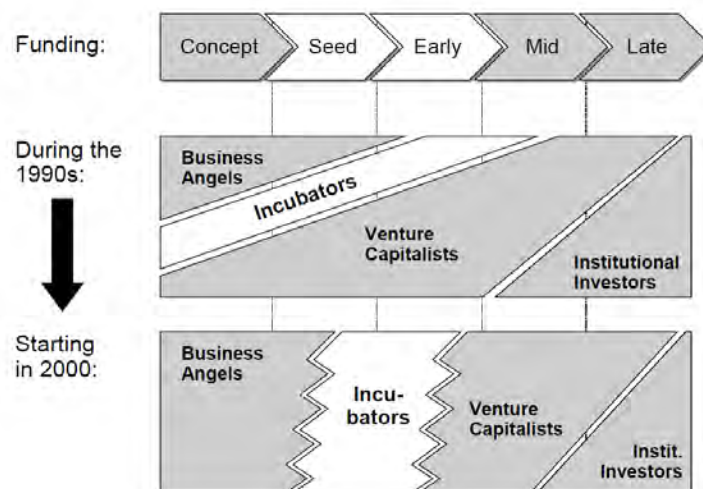


Figure 1. Incubators evolution through the years (von Zedtwitz, 2003)

At the beginning of the new century, having the internet developed, virtual types of incubators were also born. The incubated companies could still enjoy the provided services without being located in a particular site, in the incubator's site. This way, virtual business incubators were developed aiming at supporting new businesses, while the incubated companies were hosted online. The obvious advantages of virtual incubators are their low operational cost and their high flexibility, in comparison to physical incubators. Today, many different types of business incubators could be found online, aiming on startups in a wide range of business sectors, regions, etc.

Many scientists have tried to categorized incubators. Von Zedtwitz (2003) suggests the following categories: a) Regional business incubators, b) University incubators c) Independent commercial incubators, d) Company-internal incubators; e) Virtual incubators. This categorization was based on the competitive scope of its incubator (industry, geography and segment), its strategic objective according to its profit orientation (profit and not-for-profit incubators) and its service package. Referring to virtual incubators von Zedtwitz (2003) notes that they *"offer no physical workspace or office support. Instead, they offer online access to a network of entrepreneurs, investors and advisors, as well as support to help match other entrepreneurial needs to professional advice"* (see Figure 2 for differences between virtual and physical incubators).

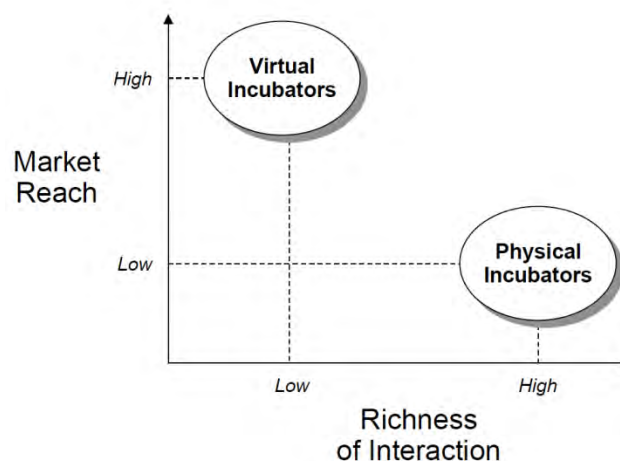


Figure 2. Differences between virtual and physical incubators in terms of market reach and interaction richness (von Zedtwitz, 2003)

Von Zedtwitz (2003) also noticed that *"virtual incubators do not offer the positive effects of local synergy between similar startup companies obtained through face-to-face networking and problem-solution sharing. Also, startups do not have a running start to their business life, with secretarial or infrastructure support. However, virtual incubators are able to offer a greater advisory network to their incubatees, better matching supply and demand of management and technical talent. This is often left to the initiative of the entrepreneur – the incubator merely provides the platform and the network"*. In addition, he observed two functions of virtual incubators: online matchmaking and service aggregation. The online matchmaker provided a communication and news platform for entrepreneurs and startups, and organized conferences and seminars. Matchmakers also designed online learning groups around special interests, which included advice seeking from professionals as well as experience sharing among peers. As he pinpoints, *"although there was little hands-on coaching from the incubator management, there was certainly a lot of exchange of advice and best practices within the startup community."*

The main three incubator model components include the following (Bergek and Norrman, 2008): selection, business support and mediation, according to which different incubators may be distinguished. With respect to selection, a four-field matrix consisting of the following strategies is used: “picking-the-winners and idea”, “picking-the-winners and entrepreneur”, “survival-of-the-fittest and idea” and “survival-of-the-fittest and entrepreneur”. Also, business support strategies may be positioned on a scale from “strong intervention” to “laissez-faire”.

The following five services provided by incubators are considered crucial (von Zedtwitz, 2003):

1. Access to physical resources: offices, furniture, computer network and other physical infrastructure.
2. Office support: secretarial & reception services, mail handling, fax and copying services, computer network support, book-keeping, etc.
3. Access to financial resources: venture capitalists, business angels, local institutions and companies, other private funds, etc.
4. Entrepreneurial startup support: support for defining a business plan, providing accounting and legal advice for incorporation and taxation issues, formulating ownership etc.
5. Access to networks: incubators have a great network after years of operation and they can help new entrepreneurs to find customers, professionals, a CEO, an interested venture capitalist and others (see also Hansen et al., 2002 for the importance of networks in incubation success).

The actual service mix of each incubator depends on the focus of the incubator, as well as the needs and preferences of the entrepreneur (von Zedtwitz, 2003). However, an incubator offering all five of the above mentioned services is an incubator in the strong sense of the term. Organizations that offer only four services are considered incubators in the weak sense of the term, while organizations that offer fewer than four of these services should be considered to be in the domain of the accelerators, technology-transfer offices or entrepreneur-in-residence programs of consulting and accounting firms.

Apart from the provided services, some basic “operational” characteristics of incubators are the followings (Molnar et al., 2001; Bone et al., 2017):

- Open-ended duration of incubation program for the incubatee company (exit usually based on the stage of the company, rather than a specific time frame)
- Typically rent/fee-based
- Admissions on ad-hoc basis (not cohort-based)
- Selective admission (but typically less strict than the procedure followed by accelerators)
- Often provide technical facilities such as laboratory equipment (not true for virtual incubators)
- Focus on physical space over services (not true for virtual incubators)

Most importantly, graduating startups, which had grown up under the “protection” of an incubator, have much more chances to survive and grow than startups in a similar stage, which have been strangling independently. Actually, a survival rate for startups came from an incubator has been estimated to be about 80-95% (the higher percentage is for the for-profit incubators), while for other startups the survival rate is about 20% (Molnar et al., 2004, see also Aernoudt, 2004 for similar results regarding startups graduated from US incubators). In addition, incubation may be particularly helpful in less-developed economies, where incubators can help bridging knowledge, digital, socio-political and even cultural divides and help increase the availability, awareness, accessibility and affordability of financial, human, intellectual, and even social capital, the key ingredients of entrepreneurial success (Carayannis and von Zedtwitz, 2005). However, incubators should be run like a business and the future of incubation rests on the readiness of sponsoring organisations (either for profit or not-for-profit) to support their incubation vehicles in the long term (von Zedtwitz, 2003).

Keeping Zedtwitz's remark about the number of services an incubator should provide, there are many organizations on the web offering only one or two of the aforementioned services, such as funding, mentoring and networking. These organizations are usually characterized as accelerators or innovation/entrepreneurship centers.

### 2.1.2 Business Accelerators and Innovation/Entrepreneurship Centers

Business accelerators appeared in 2005 in the US and since then a variety of business accelerator programs have emerged as a new tool to support startups (Miller and Bound, 2011). Especially after 2011, hundreds of accelerators have been developed all around the world and if the growth rate is maintained, accelerators will be more than incubators soon. Business accelerators are short-duration programs that help new ventures in early stages of development by providing support services such as office spaces, coaching and mentoring, small amount of financial support and set of education programs. One of the most crucial elements of business accelerators is the mentorship provided by high quality mentors. Accelerators also provide a networking opportunity that consists of different events such as "Demo Day", designed to connect startups with investors (Miller and Bound, 2011).

Based on the above, it seems that accelerators and incubators have a lot in common, but they also have some important differences. Generally, accelerators assist startups that are more mature and ready for external financing (see also Figure 3).

Some of the most typical characteristics of accelerators are the following (Miller and Bound, 2011):

- Fixed duration programme (usually between three and twelve months)
- Often provide seed funding
- Receiving equity in exchange for the provision of funding to the startups (rather than fees)
- Focus on services over physical space (e.g. mentorship, entrepreneurial training)
- Admission in cohorts
- Highly selective selection process

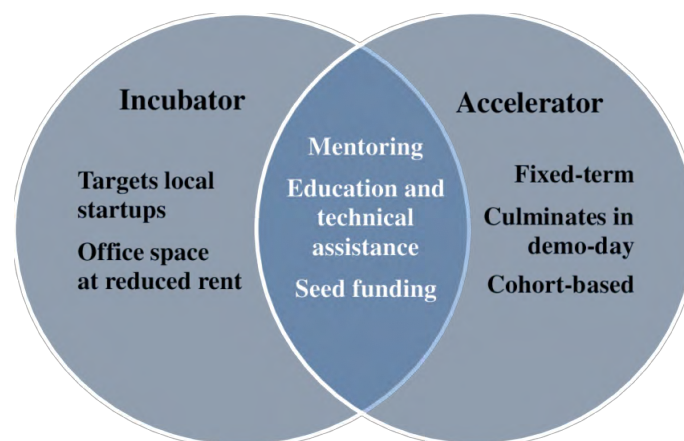


Figure 3. Overlapping features between incubators and accelerators (Dempwolf et al., 2014)

The critical success factors of business accelerators, in the same way as for business incubators, are the selection process and criteria, the business support services and networks provided (Clarysse and Yusubova, 2014).

Concluding, many accelerators provide some similar to incubators services, like mentorship, training, connections, but typically they focus on providing seed funding to startups, usually by taking equity

of them. The selection of the startups is usually a very competitive procedure, while the supporting period is generally short and it does not usually exceeds a year time.

On the other hand, innovation and/or entrepreneurship centers are often connected to a university or a particular firm and provide special training programmes to potential entrepreneurs/ university students. They sometimes provide services to SMEs concerning skills development, professional training and industry partnerships establishment, networking, mentoring etc. Some of them organize “Business plans competitions”, while others support their members throughout the patent protection procedure.

### 2.1.3 Services by Online Business Platforms

Many of the above mentioned agents (incubators, accelerators, innovation and entrepreneurship centers) have a presence on the web through several business platforms, where they present or even provide their services to interested entrepreneurs. Some of the services that could be examined for potential inclusion in the ViBIEC platform are the following:

- Mentorship
  - Business planning
  - Marketing assistant
  - Legal & accounting advice
  - Best farming practices
- Training
- Funding
- Patent application support, IPR protection
- Access to business resources (articles, business tools, business calculators, templates, etc.)
- Networking
- Business tools

In the following chapter, online business platforms are presented in order to investigate in more detail some of the provided services and help determine ViBIEC’s specifications. The primary focus is on the agribusiness sector, however, due to information unavailability in this field, the research is expanded in all business supporting platforms.

## 2.2 Existing Platforms

An extensive research was conducted regarding online platforms/websites relative to agro-food industry and also business supporting platforms. The research results include several interesting websites, which are all presented in Annex I, including a short description.

The resulting websites related to agro-food products are limited and the most of them are based on real incubators that offer plots, offices, experimental equipment and other services to startups. Some characteristic examples are **AGROPOLIS** in Belgium, **Agricultural Incubator Foundation (AIF)** in Ohio and **AgrOnov** in France. Also, several virtual incubators/accelerators are found, like **StatLife** and **Agro Innovation Lab**, which focus on agricultural sector, but they offer limited free material online. Apart from agriculture, there are many platforms for business support in general, which do not necessarily focus on a particular industry. These platforms have several tools and features that could be interesting to be included in ViBIEC, such as Bplans, SME Toolkits, Re-rise, startups.co, Queensland Business, etc. Concerning the networking module, only one platform can be found, which has



relevant free material, called MarketMaker. Nevertheless, no platform like ViBIEC, focusing on agro-food industry, was found.

Six from the abovementioned platforms/websites were selected to be presented below more analytically, in order to provide better view of the exciting online environments for agro-food businesses. This information will be taken into account, in order to specify in detail the features of the ViBIEC platform. The six platforms/websites which presented in this section are the following:

1. StartLife,
2. Agro Innovation Lab,
3. RE-Rise,
4. Market Maker,
5. SME Toolkits and
6. Bplans

### 2.2.1 StartLife

StartLife Incubator (<https://start-life.nl/>) was founded in 2011 by the Wageningen University and Research Centre and the province of Gelderland in Netherlands (Figure 4). It is a non-profit organization, which operates like a startup virtual incubator, focusing on food and agriculture sectors.

StartLife is located on the campus of Wageningen University, one of the world's leading agricultural universities. It has already supported more than 250 startups that develop technological innovations in the domains of food and agriculture technology. As a result 1.215 jobs had been created by the startups and 96 million euros had been raised till the end of 2018. Their mission is to foster entrepreneurship in food and agro-tech and support entrepreneurs and their teams, as they build their innovative business ideas into global enterprises with a lasting impact.

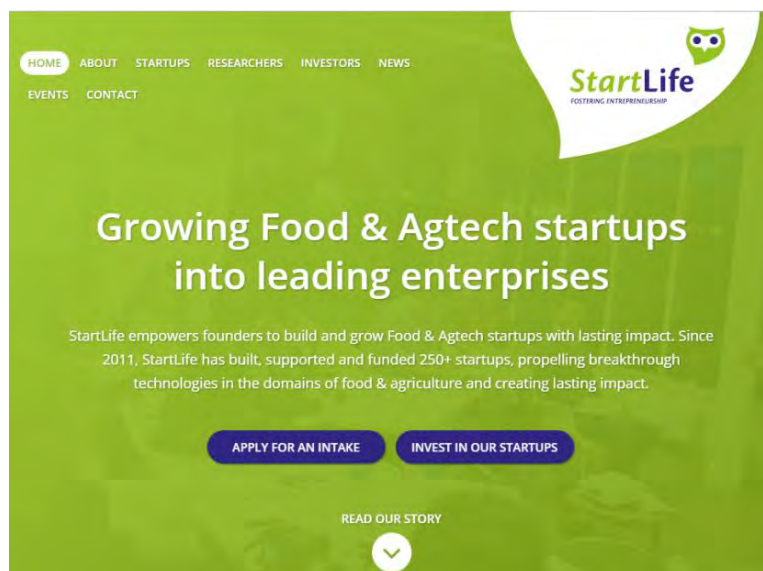


Figure 4. StartLife home page

StartLife runs an incubation program, where startups working on a technological innovation in the agriculture, food or biobased sector based in Netherlands are welcome to apply. The process helps startups to design a solid business plan, understand their customers, and become investor ready. To

complement its incubation program, StartLife organizes workshops and events that improve the competences of startup teams. The whole review process normally lasts about a year.

StartLife provides to the participating startups the following (Figure 5):

- A 'virtual place' in their community with over 258 startups
- A personal business coach during the whole program and afterwards
- Tools to support the business plan development
- Easy access to the facilities and experts on Wageningen Campus
- A broad network in the food and agriculture sectors
- Contacts with investors
- Soft-loans with a total maximum of € 85,000

Since 2015, 29 startups entered the program after the selection process. StartLife works together with corporates, knowledge institutes, governmental organizations, investors, and others that support funding and growth of startups. However, since StartLife has a very close collaboration with Wageningen University and Research Centre, it offers special funding for Wageningen University students' business ideas.



Figure 5. StartLife services

StartLife website has an informative role, where startups can find an application form for the incubation program, while investors can apply for joining the supporting team. Also, there is information about the incubated corporates and also the upcoming events.

### 2.2.2 Agro Innovation Lab

The Agro Innovation Lab GmbH (<https://www.agroinnovationlab.com/>) was founded in 2016 as a joint innovation platform of BayWa & RWA (Figure 7), two important private players in the global agricultural sector. Its goal is to play an active part in shaping the future of agriculture through innovation.



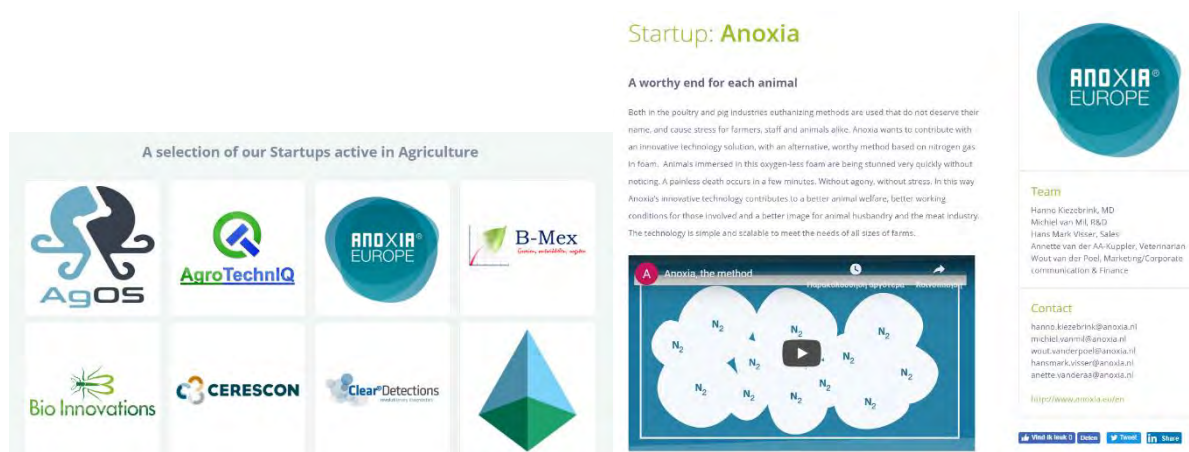


Figure 6. StartLife presentation of the incubated startups

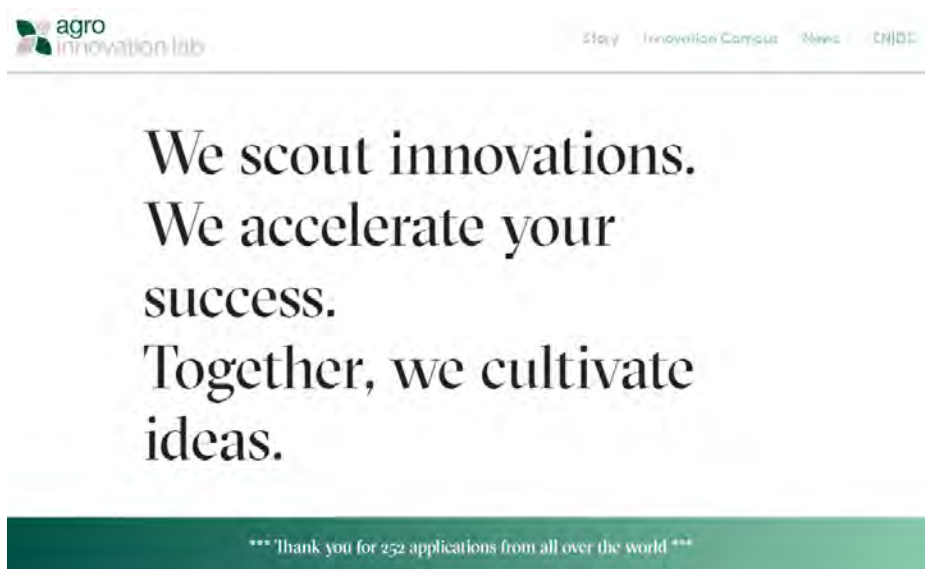


Figure 7. Agro Innovation Lab home page

They look for innovations within the entire agricultural value chain, such as agricultural engineering and technology, irrigation, organic agriculture, animal husbandry and feed, forestry, urban farming, smart farming, etc. (Figure 8).

Agro Innovation Lab provides startups with mentoring and business coaching services, in order to help them enter the market, decide their strategy and get funded. To this end, they organize a competition annually, aiming on the identification of agricultural innovations early on. They are looking for teams who already have a marketable business model in the form of a product, solution or service, but need support in expanding their business. They consider innovation to be characterized as groundbreaking and trend-setting, if it increases efficiency, helps to conserve resources or significantly facilitates the lives of farmers and consumers.

After the selection process, up to six companies are selected to participate in the Acceleration & Market Entry Program, where tailored access to services and resources are provided (Figure 9), in order to facilitate participants' fast business growth. At the same time, the participants come in contact with a broad network of potential investors and large agricultural players in Europe. There is also the opportunity to enter into a promising cooperation with the parent companies (BayWa &

RWA). In 2018 competition, 252 startups from 53 countries applied to take part, but only 6 were selected to participate in the Acceleration & Market Entry Program.

It should be noted that only limited liability companies can apply to enter the program, which lasts about five months, including a monthly intensive “Acceleration Week” in Munich or Vienna, where the participant’s team must be present. However, the applicants could be based outside Germany or Austria. Additional remote sessions are provided for further development of the innovation project. At the end of the program, a demo day is organized which attracts angel investors and VCs, as well as representatives of public funding agencies to listen to the pitches of the startups.

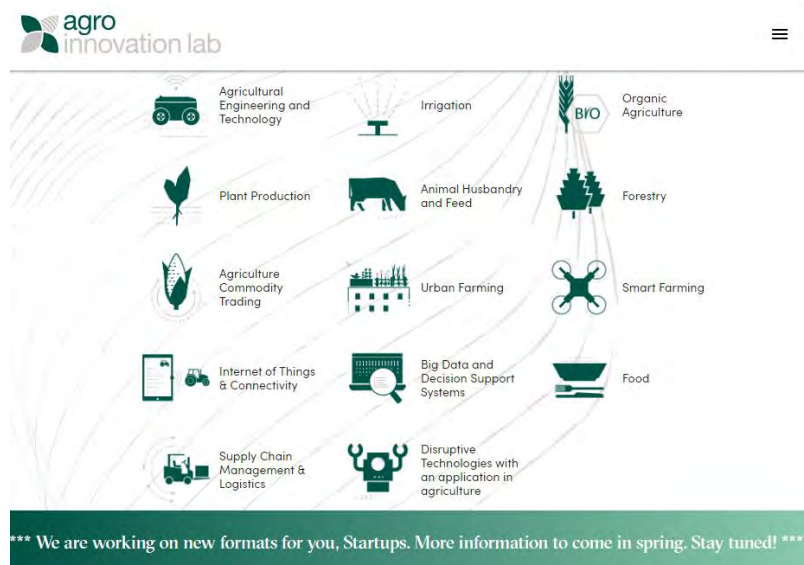


Figure 8. Fields of interest of Agro Innovation Lab



Figure 9. Services provided by Agro Innovation Lab

The in-kind services delivered by Agro Innovation Lab during the program are for free and they are estimated to be around 50,000 euros. However, in case of an investment from the parent companies (BayWa or RWA), the Lab receives a success fee of 50,000 euros from the startup as a return.

The website Agro Innovation Lab Website includes informative material about the Agro Innovation Lab, the Acceleration & Market Entry Program and the selected startups (Figure 10), as well as news and events.



Figure 10. Selected startups that entered the Acceleration & Market Entry Program in 2018

### 2.2.3 RE-Rise Incubator and Accelerator

RE-Rise is a virtual incubator & accelerator (<https://www.rerise.in/>) which assists early stage entrepreneurs to innovate and instantiate business concepts in accordance with market reality and progress to sustain growth (Figure 11). Their services are addressed to enterprises from Nigeria, UK or India. Their vision is to create a strong startup ecosystem in order to help startups grow through continuous support & best access to resources. They focus on several industries, including agricultural and organic Farming.

RE-Rise cooperates with 60 mentors in several sectors that help the startups in the field of execution, financing, business modelling etc. They run three main programs:

#### 1. Cross-Border Engagement Program

It is a 24 weeks program which aims to help the entrepreneurs/startups to enter a new market (India, UK or Nigeria) following a step by step procedure (four phases):

- Phase 1: Business Validation in the selected market
- Phase 2: Entity Set up
- Phase 3: Workspace, Consumer Connect
- Phase 4: Regular Operations

Re-Rise offers mentorship, workspace, internet, printer & scanner access, electricity & water, admin Support, PR Support to the participants. However, the applicants have to pay a fee to participate to the program.

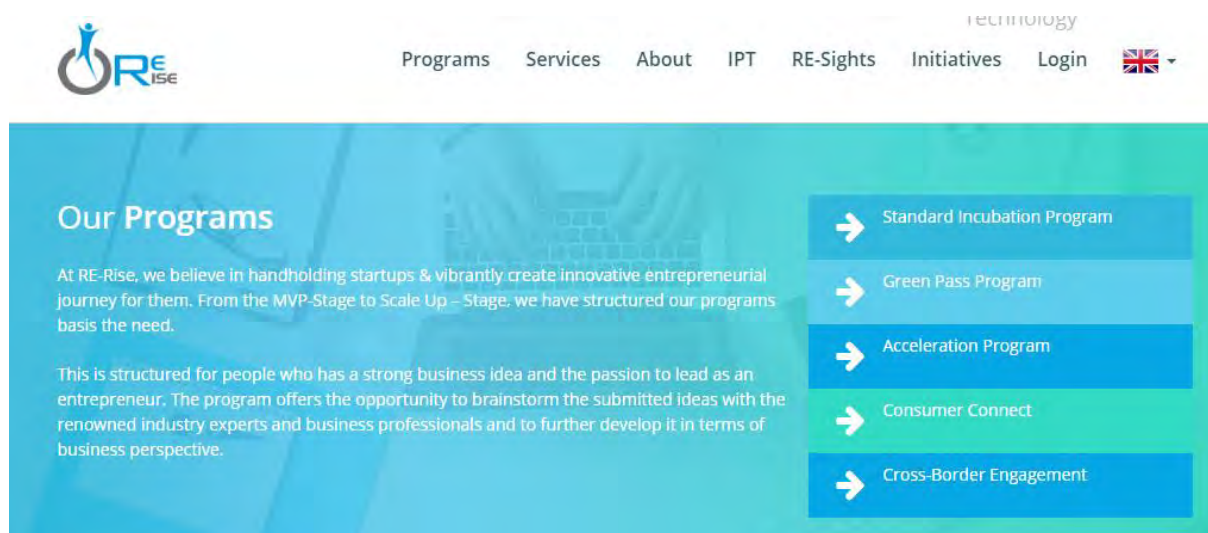


Figure 11. Re-rise (UK) home page

## 2. Incubation Program

The standard duration of the incubation program is 12-months for the startups, mentored by relevant industry person, but there is also an option for a rapid incubation process. RE-rise offers the selected startups the following services:

- Mentorship
- Workspace
- Internet
- Printer & Scanner Access
- Electricity & Water
- Admin Expenses
- Security Deposit

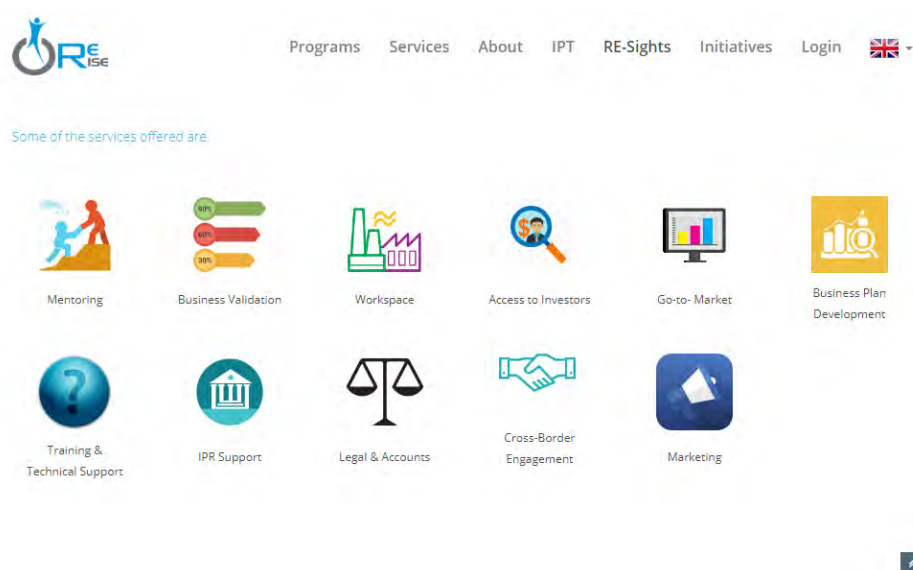


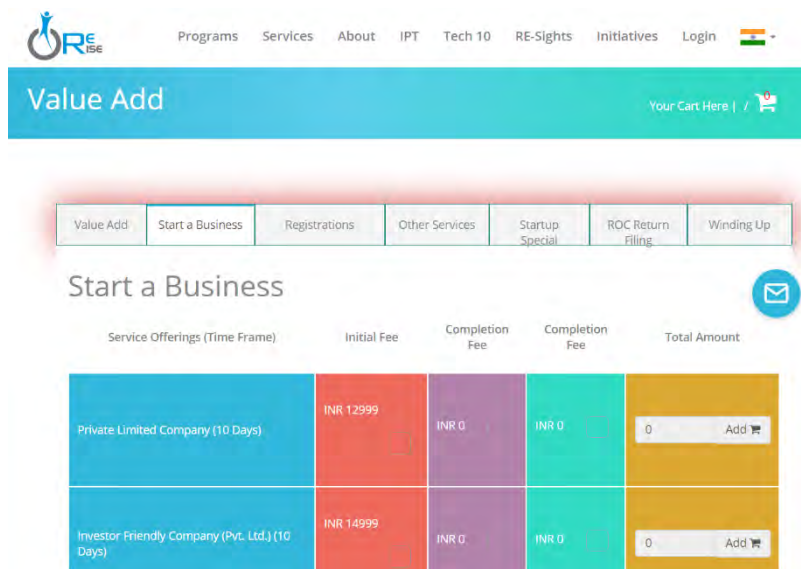
Figure 12. Services for the startups provided by RE-Rise

As a fee for incubation, they take 10% promoter's equity in the startup with a buy-back option after 3 years. This fee is shared with the mentors & the workspace partners. Furthermore, in order for a startup to apply for incubation, there is a mandatory program for every applicant & its team members to go through, a 7-hour webinar series, which gives insights of the business world & provides business presentation tools. The cost is NGN 25,000 (Nigerian currency) per head, which is about 60 euros.

### 3. Consumer Connect Program

The Consumer Connect program is a 12 weeks program in order to help entrepreneurs/startups to test their product/prototype through direct consumer interaction. Consumer Connect Program is aimed to give an entrepreneur a real market feel and product market fit understanding. An entrepreneur initially goes through the 7-hour Webinars series mentioned before and after that he/she connects with the consumers to understand their needs, demand of the market, price points, gap, product market fit and basis which, the business model (revenue & product), final product may be made ready for launch. Other services provided are: Business Modeling, Business Plan Report, BP Presentation, Market Research, End User Analysis, Competition Analysis, Agreements, NDA & Other Legal Docs, Co-Founder (Per Co-Founder), App Development (Android, IOS), Website Development, Flyer Designing, Business/Corporate Profile, Logo Designing, SEO, Email Marketing, SMO, Preparation, Reviewing and assisting with Term Sheets and Shareholder/ co-founder agreement, Content Writing, etc.

It must be mentioned that all the provided services are not free and generally, there is not any free material online (Figure 13). The RE-Rise website provides information about the running programs and the services offered and also events, etc. Also, there is a restricted area which is available only for the RE-rise members.



The screenshot shows the RE-Rise website interface. At the top, there is a navigation bar with links: Programs, Services, About, IPT, Tech 10, RE-Sights, Initiatives, and Login. Below this is a blue banner with the text 'Value Add' and a link to 'Your Cart Here'. Under the banner, there is a horizontal menu with options: Value Add, Start a Business, Registrations, Other Services, Startup Special, ROC Return Filing, and Winding Up. The 'Start a Business' option is selected, leading to a table of service offerings.

| Service Offerings (Time Frame)                  | Initial Fee | Completion Fee | Completion Fee | Total Amount |
|---|-------------|----------------|----------------|--------------|
| Private Limited Company (10 Days)               | INR 12999   | INR 0          | INR 0          | 0 Add        |
| Investor Friendly Company (Pvt. Ltd.) (10 Days) | INR 14999   | INR 0          | INR 0          | 0 Add        |

Figure 13. Examples of provided services and their cost offered by RE-Rise team

### 2.2.4 Market-Maker

MarketMaker (<https://foodmarketmaker.com/>) is a networking platform (Figure 14). It is a network of states in the US that connects farmers and fishermen with food retailers, grocery stores, processors, caterers, chefs, and consumers. It is an ever-growing partnership of Land Grant



Universities, Department of Agriculture, and food and agricultural organizations investing in a coordinated effort to build a virtual infrastructure that brings healthier, fresher, and more flavorful food to the average consumer. MarketMaker was created at the University of Illinois at Urbana-Champaign in 2004 and is licensed to Global Food and Ag Network, LLC, which hosts and maintains the platform.

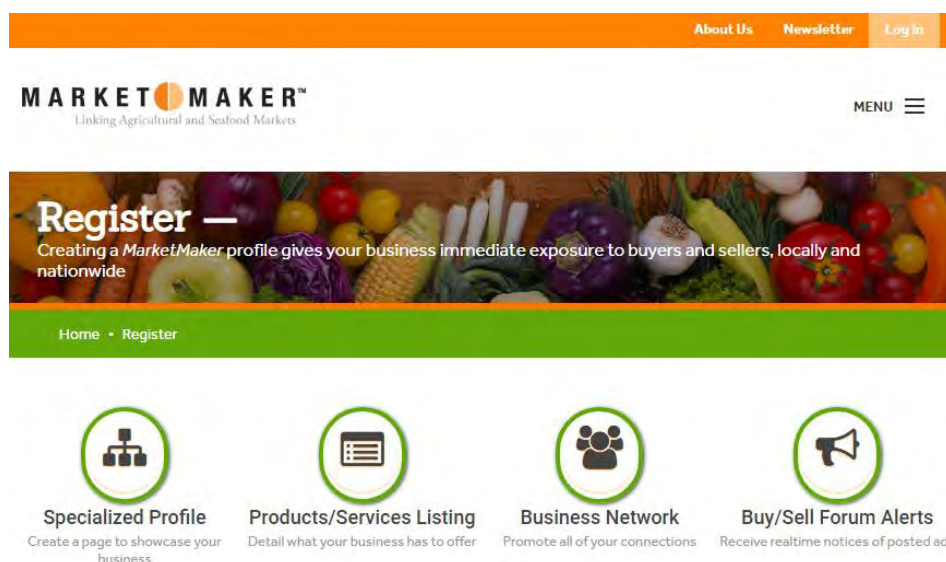


Figure 14. MarketMaker home page

MarketMaker is a large database featuring a diverse community of food-related businesses. It provides simple yet powerful search tools to connect with others across the production and distribution chain.

Producers should register their businesses in MarketMaker as food buyers of all types access the database to find products and services to meet their specific needs. Through MarketMaker, producers can reach more buyers and form profitable business alliances more efficiently. On the other hand, buyers can register in the platform making their business discoverable to food producers looking to grow, source or sell just what they need. Buyers can use MarketMaker to find more suppliers of differentiated, high-quality products, leading to more efficient sourcing and higher margins.

MarketMaker can also be used by the final consumers in order to locate suppliers selling just what they need. However, the platform is mainly oriented to foster business to business relationships between enterprises in the food industry.

MarketMaker platform has got a powerful search engine where buyers and producers of any kind of food products can be found across 20 states of the USA (Figure 15). However, the partners' network continues to grow every day. The results are presented in a list or on an interactive map. The platform user can apply several filters in order to narrow his/her search (Figure 16).

After choosing a particular company, the visitor can enter a webpage where the selected company is presented. The presentation can include contact details, location map, photos, products presentation, products forms, methods of sale, markets served, presence in social media, industry affiliations, forum listings etc. (Figure 17).

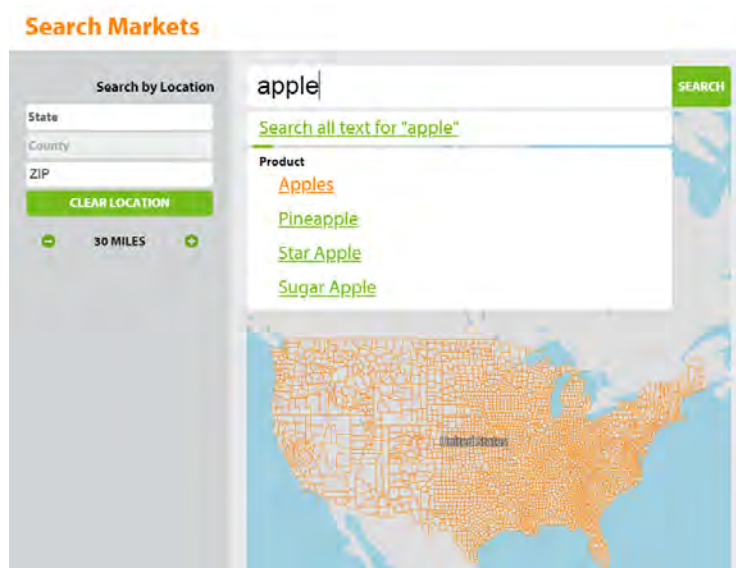


Figure 15. MarketMaker search engine home page

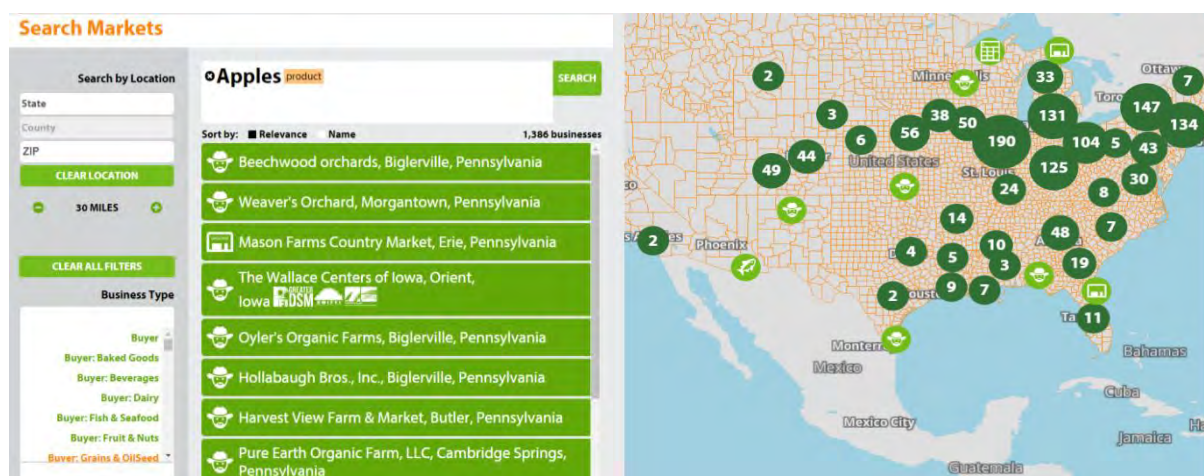


Figure 16. Search results in MarketMaker platform

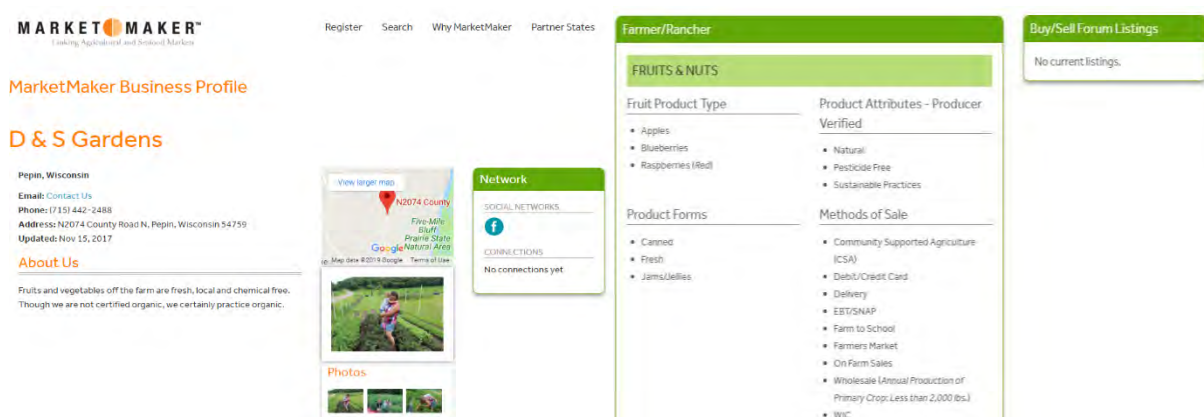


Figure 17. Presentation of a selected company from the MarketMaker database

Concluding, the website of MarketMaker has plenty of information, since the main part of the database is open to all visitors. However, companies can register to create their own page to present their business and also to participate in the forum, to receive real time notices and post ads.

## 2.2.5 SME Toolkit

SME Toolkit (<http://us.smetoolkit.org/en>) is a project of International Finance Corporation (IFC), a member of the World Bank Group, that - in partnership with IBM – that helps entrepreneurs and small and medium enterprises (SMEs) all over the world to learn and implement sustainable business management practices and increase their productivity, efficiency, and capacity, as well as improve their access to finance and new markets (Figure 18).



Figure 18. SME Toolkit home page

The site gives advice to SMEs about starting and growing a business. The areas covered include accounting, finance, human resources, international business, legal, insurance, marketing, sales, operations and technology. The most material on SME Toolkit site is free and it is organized under the following topics:

1. Starting a new business
  - Business planning
  - Checklists (about business readiness)
2. Win new business
  - Market research & planning
  - Customer service
  - Sales
  - Access to procurement opportunities
3. Strategy
  - Family company
  - When things go wrong
4. Operations
  - Market research & planning
  - Customer service



- Sales
- Access to procurement opportunities
- 5. Finance
  - Get financing
  - Cash management
- 6. Human Resources
  - Hiring
  - Onboarding
  - Retention
  - Performance Evaluation
  - Productivity and Innovation
  - Termination

The SME Toolkit online material includes articles, tips, checklists, motivation videos, sample of business plans, e-learning courses, templates, case studies etc. More examples concerning the available material on SME Toolkit platform are presented in Figure 19.

### Get Financing

There are many ways to fund a small business. Consider your options for finding financing and decide which one is right for you.

#### Amira's Story

Learn how to better understand and manage your finances and access financing through Amira's story example.

#### Application For A Loan - Melissa's Case Sample

Here you will find a sample application for a business loan prepared by a company making T-shirts and uniforms. Review the sample and draft your own application

#### Balance Sheet

Learn about how to create and analyze your balance sheet, which is a snapshot of your business at a certain point in time.

#### Balance Sheet Template

Use this balance sheet template to create your own balance sheet.

### Customer Satisfaction Survey Form

Provided by the International Finance Corporation

Successful companies invest time and effort to create a satisfied consumer base to help grow and promote their business. Keeping customers satisfied is by far one of the most important tasks for your business. In parallel, it is a good idea to regularly ask for feedback to be sure your improvements are in line with customers' needs.

Generally, your dialogue with your customers should result in understanding of not only their overall experience with your product or service, but also include critical information on various aspects of your business, such as service timeliness, quality, staff professionalism, etc. Additionally, it is in your interest as a small business owner to get a good grasp of customer expectations, to be able to serve them better.

Once you have determined the type of information you need from your customers and an effective time to measure their experience, you can use the below template to create your own survey. Keep in mind that you may need to adapt the questions to reflect your client base or the type of product/service you offer.

Download the customer satisfaction survey template [here](#).

#### How to set up your survey

Now that you have a set of questions you would like to ask your customers, you may use one of the below tools online to build your survey:

SurveyMonkey [www.surveymonkey.com](http://www.surveymonkey.com)

Key Survey [www.keysurvey.com](http://www.keysurvey.com)

Figure 19. Examples of available material in SME Toolkit

## 2.2.6 Bplans Platform

Bplans platform (: <https://articles.bplans.com/>) has been developed by Palo Alto Software, Inc. It gives useful information and tools to companies and entrepreneurs for starting a new business and also for growing an exciting one. It includes information about business planning, funding and business management and other, while a big part of the material is available for free.

The sitemap of the Bplan platform is structured under the following topics:

1. Business Ideas
  - Find a business idea
  - Business inspiration
2. Business Planning
  - Sample business plans
  - Business plan guide
3. Pitching
  - Elevator pitch guide
  - Pitch presentation templates

- How to pitch and get funded
- 4. Funding
  - How to fund your business
  - How to find angel investment
  - How to secure a loan
  - Find a small business loan
- 5. Starting
  - How to start a business
  - How to brand your business
  - Startup guide
- 6. Managing
  - How to manage a business
  - Sales & marketing
- 7. Tools
  - Full business toolkit
  - Planning tools
  - Starting tools
  - Marketing and sales tools
  - Managing tools
  - Support tools
  - Business calculators
  - Business terms glossary
- 8. Templates
  - Free business resources
  - Business plan template
  - Lean plan template
  - Startup guide eBook
  - SWOT template
  - Business proposal template

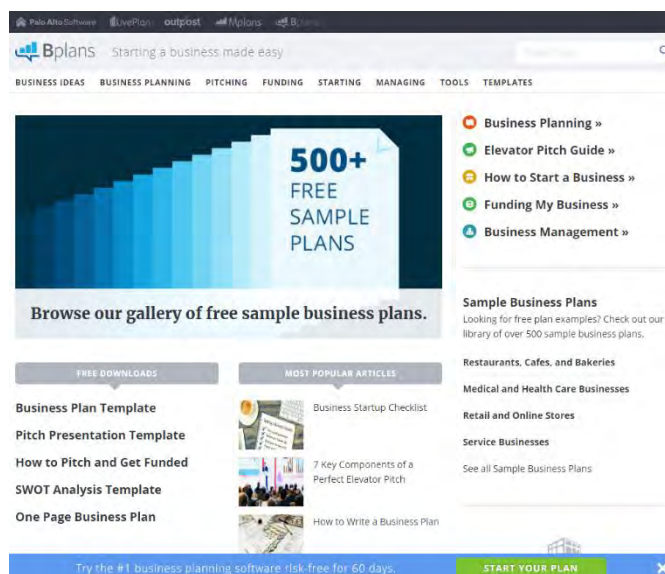


Figure 20. Bplans platform home page

As it is understood, the Bplans platform includes many useful guides, templates, articles, checklists, tips and other material, the most of which are available for free. However, for advanced business planning or marketing planning, the company sells special software under the brand name “LivePlan”. Actually, Palo Alto Software is a software/consultancy company, which has developed several software products for supporting entrepreneurship. Figure 21 presents some characteristic examples of Bplans tools.

The figure consists of two screenshots of the Bplans website. The top screenshot shows a page titled "Business Plan Template [Updated for 2019]—Free Download". It includes a navigation bar with links like "IDEAS", "PLANNING", "PITCHING", "FUNDING", "STARTING", "MANAGING", "TOOLS", and "TEMPLATES". Below the navigation bar, there's a section for downloading a free business plan template, with a form asking for "FIRST NAME", "LAST NAME", and "EMAIL". To the right, a preview of the business plan template is shown, with fields for "[Your company name here]", "Year (YYYY)", "Business Plan", and "Prepared (YYYY)". The bottom screenshot shows the "Business Calculators" section. It features a "Sales Forecast" calculator with a bar chart showing monthly sales from Month 1 to Month 12. The chart has two series: "Sales" (blue bars) and "Other" (orange bars). The y-axis represents sales from \$0 to \$180,000. To the right of the chart, there are links for "Cash Flow Calculator" and "Starting Costs Calculator". The "Cash Flow Calculator" description says: "This cash flow calculator shows you how business-to-business sales, carrying inventory, and rapid growth can absorb a business' money. Launch Calculator". The "Starting Costs Calculator" description says: "How much does it cost to start a business? Estimate your costs quickly with this simple free startup costs calculator. Launch Calculator".

Figure 21. Examples of Bplans platform (business plans and calculators)

## 2.3 Selected Modules

The results of the extensive research on e-business platforms focusing on agro-food industry and agri-business showed that, despite its importance, there are not many specialized platforms in this industry sector. This finding may be justified by the perceived low innovation capacity of the agribusiness sector, the very small size of business, or the shallow entrepreneurship culture. This may reveal a hidden potential for the agribusiness sector in the Adria area that can be elaborated through the development of the ViBIEC. ViBIEC will provide added value services, which will be adjusted to the special needs of the particular sector.

Thus, deepening the research on the existing online platforms, the description of particular modules found as a part of the platforms presented in Annex I is presented in this section. The selected modules are those that ViBIEC will consist of: e-library, e-learning, e-networking and e-tools.

### 2.3.1 e-library

An e-library module may be extremely broad, however, it usually includes material such as:

- Guides
- Templates
- Case studies/ Success Stories / Good practices
- Checklists
- Articles
- Videos

#### Guides

Several types of guides were found online, such as a guide of “how to start a farming business” or “how to get your business online” or even a guide for contacting a business plan or a marketing plan. Below, there are some characteristic examples.

For example, the guide “How to Start a Farming Business” is presented on the Entrepreneur Magazine (<https://www.entrepreneurmag.co.za/ask-entrepreneur/start-up-industry-specific-ask-entrepreneur/how-do-i-start-a-farming-business/>), as shown in Figure 22. The contents of the guide are the following: Business Planning, Location, Equipment and Livestock, Training, Market Positioning, Funding, Types of Farming, Planning Stages, and Organizations.

This guide is presented only online (it cannot be downloaded), providing links to its contents. In each step of the above guide, the magazine gives useful tips and advice to the potential farmers. However, it cannot be printed as a united text, in order to be used as studying material offline.

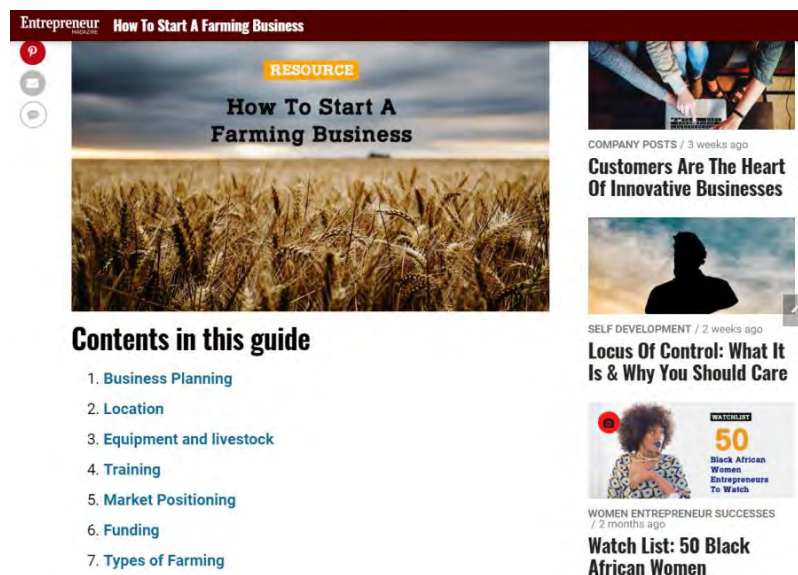


Figure 22. Guide “How to Start a Farming Business” from the Entrepreneur Magazine

Another example, refers to the SCORE.org site, which provides a guide about “How to Get Your Business Online” (<https://www.score.org/resource/how-get-your-business-online>). This guide is in pdf format (18 pages) and describes the steps that a business must follow to get online and also the benefits of this decision (Figure 23).



These examples show that guides are offered as online material or as a file available to be downloaded, containing general information concerning specific business subjects.

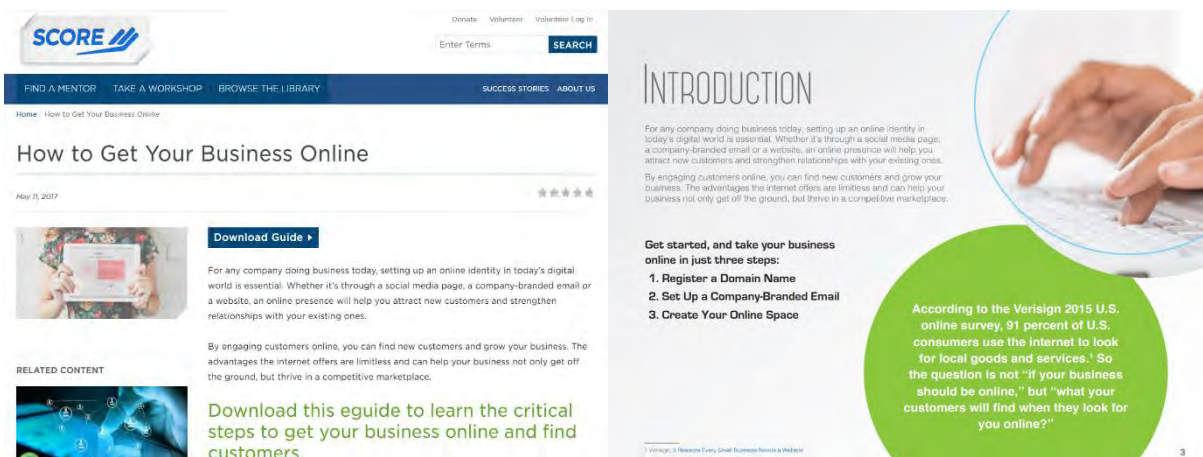


Figure 23. Guide “How to Get your Business Online” from Score.org

## Templates

Several templates for conducting a business plan and/or a marketing plan are available online, while financial projections templates in .xls format may be also found. For example, a business plan template for a startup company in SCORE.org site (<https://www.score.org/resource/business-plan-template-startup-business>) is shown in Figure 24.



Figure 24. Business plan template for a startup company by SCORE.org

This template is in .doc format (34 pages) contains the following:

- Confidentiality Agreement
- Instructions: Executive Summary
- II. Instructions: Company Description

- Company Description Worksheet
- III. Instructions: Products & Services
  - Product & Service Description Worksheet
- IV. Instructions: Marketing Plan
  - SWOT Analysis Worksheet
  - Competitor Data Collection Plan
  - Competitive Analysis Worksheet
  - Marketing Expenses Strategy Chart
  - Pricing Strategy Worksheet
  - Distribution Channel Assessment Worksheet
- V. Instructions: Operational Plan
- VI. Instructions: Management & Organization
  - Management Worksheet
  - Organization Chart
- VII. Instructions: Startup Expenses & Capitalization
- VIII. Instructions: Financial Plan
- IX. Instructions: Appendices
- X. Instructions: Refining the Plan

Thus, the above template gives the user the basic contents of a business plan and also provides specific instructions for the content of each chapter and sub-chapter. It contains also tables and links to spreadsheets for calculating financial projections. The final format of the BP depends on the purpose of the plan and of course the business type.

A similar business plan template was found in Queensland Government publications (<https://publications.qld.gov.au/dataset/business-plan-template>). It is a 37 pages .doc file, with texts and tables (Figure 25). It contains instructions and questions, which help the user to develop a business plan step by step.

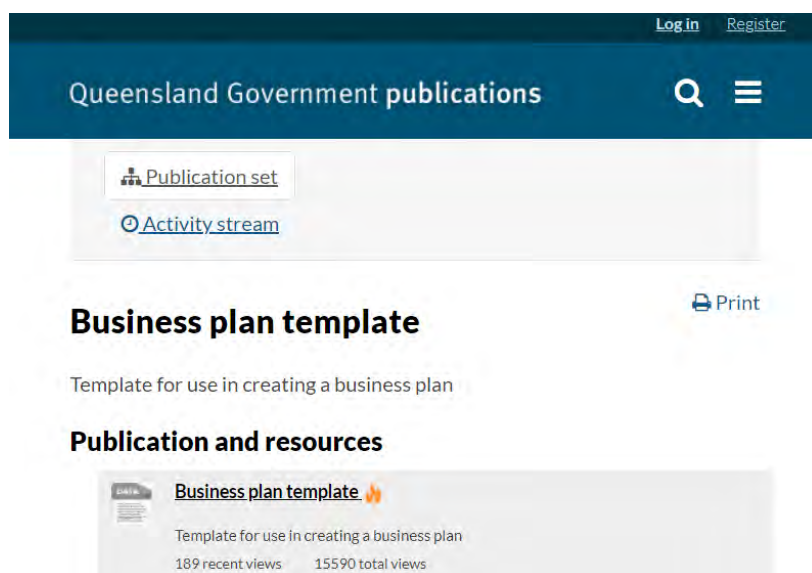


Figure 25. Business plan template provided by Queensland Government

Another free Business plan template can be found in Bplan.com (<https://www.bplans.com/downloads/business-plan-template/>). In this case, the visitor can download a simplified business plan

offline, but he/she can also use a special tool for developing his/her own business plan. This tool developed by LIVEPLAN is a step-by-step guide, which helps the entrepreneur to write a business plan quite easily. The final report includes graphs and tables produced by the software, when the user inputs the relevant data. However, this tool is not free. It costs around 11-20\$ per month depending on the time of its use.

One of the more important part of a business plan is the description of the company's financial plan and the calculation of its financial projections and the performance financial ratios. SCOPE.org provides an online Financial Projections Template in .xls format in order to help entrepreneurs calculate expenses, income, cash flow forecasts and finally estimate the profitability of their business (<https://www.score.org/resource/financial-projections-template>), as shown in Figure 26.

The contents (XL tabs) of the Financial Projection Template are the following: Directions, 1-StartingPoint, 2a-PayrollYear1, 2b-PayrollYrs1-3, 3a-SalesForecastYear1, 3b-SalesForecastYrs1-3, 4-AdditionalInputs, 5a-OpExYear1, 5b-OpExYrs1-3, 6a-CashFlowYear1, 6b-CashFlowYrs1-3, 7a-IncomeStatementYear1, 7b-IncomeStatementYrs1-3, Breakeven Analysis, Financial Ratios, Diagnostic Tools, COGS Calculator, Amortization & Depreciation, and Revision Notes.

The image shows the SCORE.org website on the left and the Excel spreadsheet on the right. The website features a navigation bar with links like 'FIND A MENTOR', 'TAKE A WORKSHOP', and 'BROWSE THE LIBRARY'. Below it, the 'Financial Projections Template' is highlighted with a 'Download Template' button. A text box explains that the template is designed to help users calculate startup expenses, payroll costs, sales forecast, cash flow, income statement, balance sheet, break-even analysis, financial ratios, cost of goods sold, amortization and depreciation for their small business. A 'RELATED CONTENT' section shows a hand pointing to a stack of money. The Excel spreadsheet on the right is titled 'Startup Expenses Year 1 (Starting Balance Sheet)'. It has columns for 'Prepared By', 'Company Name', 'Owner', and 'Company I'. The main table lists various assets and their amounts, with a 'Total Fixed Assets' row at the bottom. A 'Color-Coding' sidebar on the right offers options like 'Enter Data Here' and 'Adjust as Needed'. A 'Want a guide? Visit our website:' link points to 'score.org/startyourbusiness'. A 'Need to make the numbers bigger?' note suggests increasing the magnification for better visibility.

Figure 26. Financial Projections Template from SCORE.org

A simpler template for financial projections is provided by Queensland Government (<https://publications.qld.gov.au/dataset/financial-plan-template/resource/6a0fdb55-8790-4c8d-911d-8d4bc9842eee>).

A template of a marketing plan is available in morebusiness.com (Figure 27), where a sample marketing plan in .doc format (21 pages) can be downloaded (<https://www.morebusiness.com/marketing-plan-example/>). The contents of the marketing king plan template are the following:

- 1.0 Executive Summary
  - 1.1 Vision
  - 1.2 Objectives
- 2.0 Target Markets
  - 2.1 Market Definition and Segmentation
  - 2.2 Target Market Segment Strategy
  - 2.3 Target Market: Mobile Game Users
    - 2.3.1 Needs and Requirements
    - 2.3.2 Distribution Channels
    - 2.3.3 Competitive Forces
    - 2.3.4 Communications

- 2.3.5 Keys to Success
- 2.4 Target Market: Organizations Who Want to Reach Youth and Young Adults
  - 2.4.1 Needs and Requirements
  - 2.4.2 Distribution Channels
  - 2.4.3 Competitive Forces
  - 2.4.4 Communications
  - 2.4.5 Keys to Success
- 3.0 Marketing Plan Strategy
  - 3.1 Emphasize Creativity, Service and Speed to Market
  - 3.2 Emphasize Fun
- 4.0 Expense Budget Summary
  - 4.1 Expense Budget by Month - Year 1
  - 4.2 Expense Budget by Year
- 5.0 Sales Forecast
  - 5.1 Sales Forecast by Month - Year 1
- 6.0 Progress Measurement and Monitoring
  - 6.1 Key Marketing Metrics
  - 6.2 Other Success Metrics
- 7.0 Marketing Organization



Figure 27. Marketing Plan Template – Example by morebusiness.com

Concluding, several useful templates may be found online, relative to business and marketing planning and also financial projections estimation. Generally, templates have more specific information than guides and they usually can be downloaded from the user in order to be edited offline. Business planning and marketing planning are in .doc format in most cases, while financial projections are in .xls format files. However, special tools have been developed, which work online and let the user developed his own BP (including financial projections) by using a simple step-by-step guide. The final output seems to be a well formatted pdf file, with charts and tables. Nevertheless, even though there are many templates online, business report templates specialized in agro-businesses are rather rare.



## Case Studies, Success Stories and Good Practices

In addition to guides and templates or samples of simple business plans, several case studies can be found online. Success stories are also available, where specific businesses are presented in articles, videos, etc. For example, several free samples of business plans for farming and food production businesses are presented in Bplans.com ([https://www.bplans.com/farm\\_and\\_food\\_production\\_business\\_plan\\_templates.php](https://www.bplans.com/farm_and_food_production_business_plan_templates.php)). The business plans are presented online, providing links to each business plan section. The presentation includes basic tables and graphs (see Figure 28 for an example).

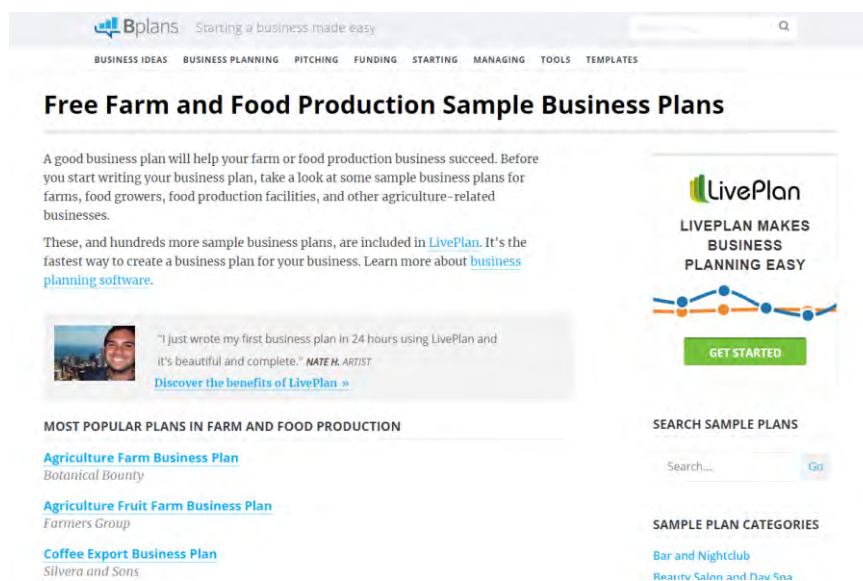


Figure 28. Sample business plans in Bplans.com

Also in SCORE.org, a search engine is available, where the user can search for success stories in specific industries (other filters can be also applied), as shown in Figure 29 and Figure 30.

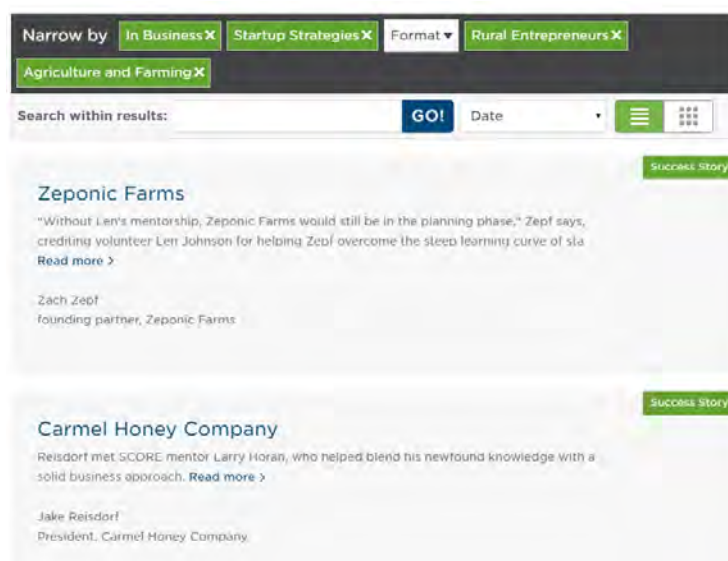


Figure 29. Search engine for finding success stories in SCORE.org (<https://www.score.org/success-stories>)

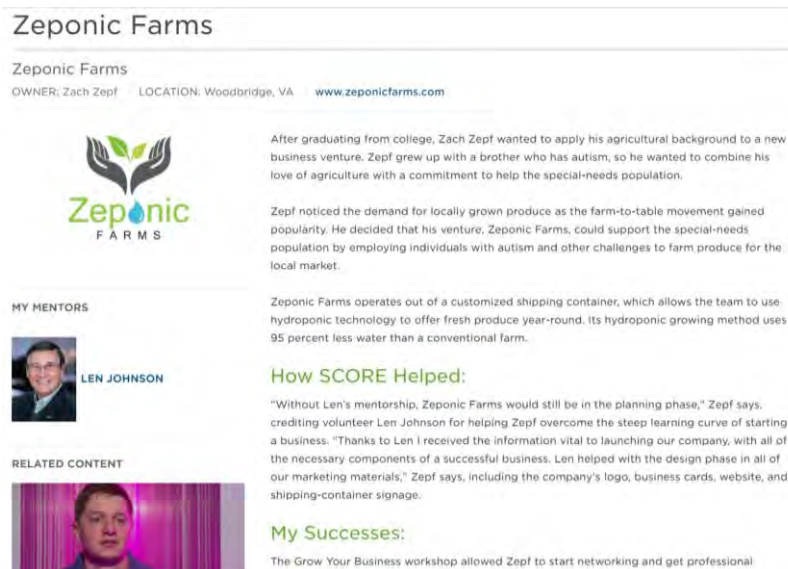


Figure 30. A success story presented in SCORE.org (<https://www.score.org/zeponic-farms>)

Furthermore, several good practices relative to agriculture are available in the e-agriculture platform (<http://www.fao.org/e-agriculture/good-practices>) provided by the Food and Agriculture Organization of the United Nations. The following screenshot is enlightening.

#### e-Agriculture Good Practices

- e-Agriculture Good Practice: Digital Green's social behavior change communication model for extension
- SMS Gateway System: Improving animal health through better rural communication services
- Remote sensing : monitoring the cash for work programme
- eLocust3: An innovative tool for crop pest control

#### e-Agriculture Promising Practices

- e-Agriculture Promising Practice: Agro Weather Tool for Climate Smart Agriculture
- e-Agriculture Promising Practice: aWhere's agronomic and weather based tips for smallholder farmers
- e-Agriculture Promising Practice: Drones for Community Monitoring of forest
- e-Agriculture Promising Practice: e-Vouchers increasing the use of improved agricultural inputs in Mozambique
- e-Agriculture Promising Practice: Grameen Foundation's FarmerLink - Driving coconut smallholder productivity and resilience through digital technology
- e-Agriculture Promising Practice: Open Data Kit: a new field data collection tool for been breeders and researchers
- e-Agriculture Promising Practice: Rice Crop Manager and Rice Advice: Decision tools for rice crop management
- e-Agriculture Promising practice: SMS Campaign drives adoption of improved seed varieties in Tanzania

Figure 31. Good Practices on the e-agriculture website

Summing up, business plan samples, case studies, good practices may be found online. Some of them are only presented online, others can be downloaded, while pictures, tables, charts, and videos are used to make the presentation more attractive.

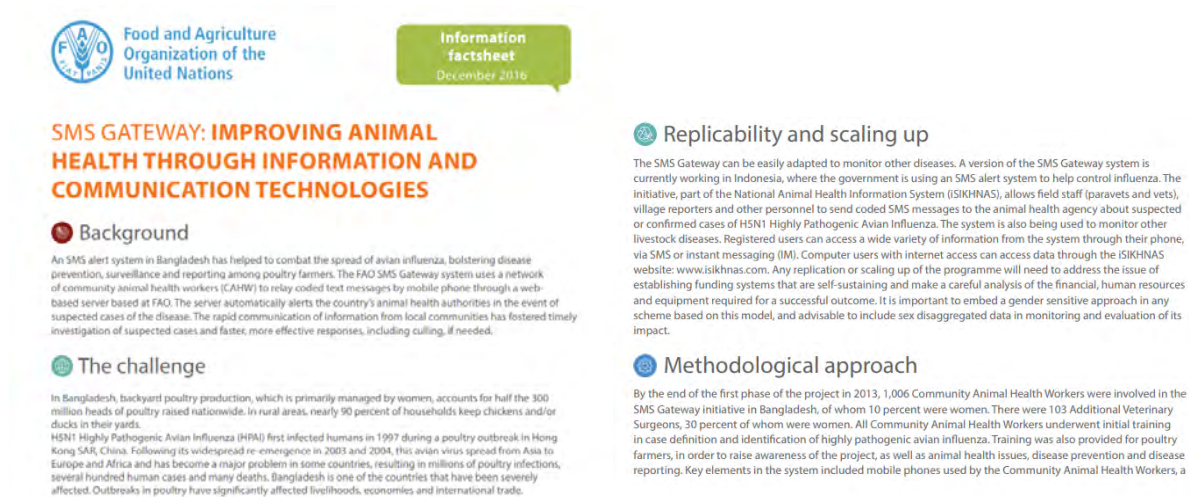


Figure 32. Good practices presentation in e- agriculture website (<http://www.fao.org/3/a-i6792e.pdf>)

## Checklists

Several online checklists usually refer to the assessment of a new/potential entrepreneur/project, a business startup awareness evaluation or an entrepreneurs' skills assessment. Examples of checklists may include the following (SMEToolkit, <http://smetoolkit.org/en/starting-business/checklists>), as shown in Figure 33):

- Checklist for starting a new business
- Do You Have What It Takes? Top 15 Characteristics of Successful Entrepreneurs
- Franchise agreement checklist

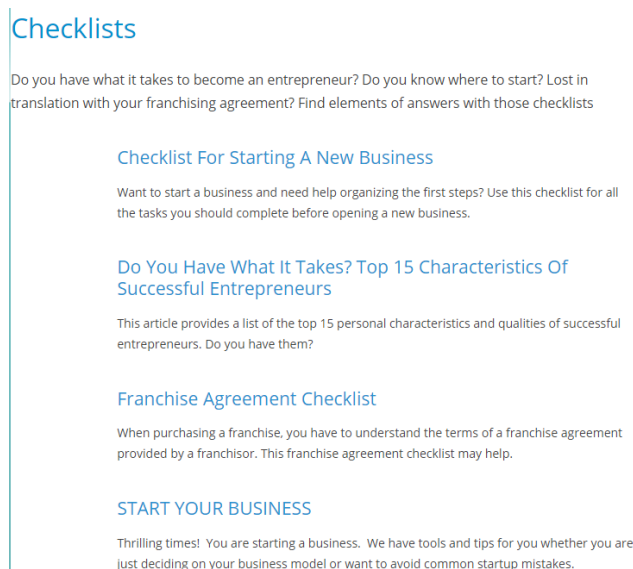


Figure 33. Checklists provided in SMEToolkit website

These checklists are either in .doc format or they are presented as online questionnaires (<http://smetoolkit.org/en/content/do-you-have-what-it-takes-top-15-characteristics-successful-entrepreneurs>), as shown in Figure 34 and Figure 35.

### Checklist for Starting a New Business

*This tool intends to walk you through all the issues you should consider in view of starting a new business. You may adapt it to reflect your business needs, type of clientele, products and services you offer.*

1. Examine your motivation for business ownership and choose a business suitable for you
  - Personal goals and motivation
  - Personal skills
2. Evaluate the feasibility of your chosen business
  - Calculate financial projections that do not count on loans
  - Know where your living expenses will come from during the first year
  - Make sure your family is on board
3. Consider start-up requirements and common pitfalls
  - Legal forms of organization
  - Learn permits, licenses, rules and regulations applicable to your type of business
  - Determine the steps to establish a legal business entity
  - Determine the types of records to be kept for tax purposes
  - Determine the types of recordkeeping and control systems for internal management
  - Determine professional needs: marketing, advertising, legal,

Figure 34. Checklist list for starting a new business in .doc format (SME-Toolkit website)

### Do You Have What It Takes? Top 15 Characteristics of Successful Entrepreneurs

*Provided by the International Finance Corporation*

What does it take to be a successful entrepreneur? Check where you feel strong today and where you can improve moving forward. Take into account that while some people are born with certain skills and personality, you can learn and improve through training and practice.

#### 1. Are you a visionary?

You have a clear vision of your business direction. You know exactly what problem you want to solve or the need in the market that you want to fill. You know the direction you want your company to follow and you have a defined strategy and plan to achieve your medium and long term goals. Your vision may evolve and change over time, but it is there and you know it.

#### 2. Are you self-confident?

You trust yourself, your ideas and abilities to accomplish anything you set out to do, no matter how difficult it is.

#### 3. Are you motivated, committed and passionate about your business or project?

You enjoy what you do and you do not mind working hard, and putting in the extra hours needed for your project or business to succeed. You are not tired of trying and trying again. Motivation, commitment and passion help you overcome any fears and push you to reach your full potential. You are enthusiastic and optimistic, and you spread this to others.

#### 4. Do you embrace risk?

There is no success without risk, and you know that managing a business and making it grow implies accepting and managing risks. You face situations in which you need to take difficult decisions that could negatively affect your business but you know when a risk is worth taking.

Figure 35. Checklist for entrepreneur's characteristics (SME-Toolkit website)

Similarly, the "Entrepreneur Quiz" (<http://www.humanmetrics.com/entrepreneur/quiz>) on HumanMetrics website derives a result for the "entrepreneur type" of the user (Figure 36).

## Articles

A vast number of articles regarding business issues is available online. Some of them are categorized by topic, while in other cases a search engine helps the visitor to spot the articles he/she is more interested in, by using filters. A typical example of an e-library tool including thousands of articles is the FREE MANAGEMENT LIBRARY (<https://managementhelp.org/>) provided by Authenticity Consulting, LLC. The library provides free, easy-to-access, online articles. There are approximately 650 topics in the library, spanning almost to 10,000 links (Figure 37). Each topic has additionally



recommended books and related Library topics. Some of the topics included in the library are: business planning, fundraising, marketing and starting a business.

Figure 36. Entrepreneur Quiz on HumanMetrics website

Figure 37. Free Management Library home page

The library is a free community resource shared by users across the world, while links and other resources are, also, contributed by people around the world. The resources remain the property of the authors of that information. As the library does not own most of the materials, it basically provides links to them. Benefits to contributors include that their resources, and consequently the authors, get exposure around the world. All submitted articles are been reviewed by the library team, which decides whether the article will be published or not, while no registration is required for users in order to have access to available resources.

## Videos

Several videos are available online mainly for presenting business cases, while others have a motivational aim, as they try to promote entrepreneurship and inspire potential entrepreneurs. For example, in the SME-Toolkit website (<http://us.smetoolkit.org/en/content/motivational-video-lessons-learned-high-growth-businesses>), some motivational videos can be found, where entrepreneurs from inspirational high growth businesses explain how they turned challenges into success in their emerging markets.

Summarizing, an e-library section may include several information in the form of articles, links, guides, templates, case studies, success stories, good practices, checklists/quizzes or even videos. Studies and reports may also be included, if available. All of them can be presented in several ways (online, downloadable files, files connecting with tools/spreadsheets etc.). Moreover, in order to help users, some platforms have search engines, while others try to categorize available material. Also, different platforms have different ways of enriching their resources. In some cases the resources are “open” to all users; in others a registration is prerequisite, while in some others a fee must be paid.

### 2.3.2 e-learning

The e-learning section is much narrower compared to the e-library case. E-learning tools usually include interactive videos (e.g., for financial management issues) or webinars in many different topics (e.g., how to start a new business).

#### Interactive videos

An example of interactive videos may be found in the SME-Toolkit website provided by the International Finance Corporation (<http://us.smetoolkit.org/en/content/e-learning>). These videos refer to the following topics (Figure 38): The Cashflow Statement, Introduction to Costs, Controlling Costs, Income Statement, Balance Sheet, Overview of Financial Analysis, How to Create a Business Plan, How to Finance your Business, How to Apply for a Loan, Importance of Liquidity, Profitability Ratios, Managing your Inventory, Market Research, Introduction to International Trade, Letters of Credit, Documentary Collections, Guarantees, Incoterms.

These videos include a slide presentation combined with an oral presentation. They include simple drawings to help user understand some basic information, like a teacher writing on a board. During the videos, the user is prompted to answer some questions in order to check whether he/she understood the subject. At the end of each presentation, relative videos for further studying are suggested. Figure 39 presents an example of the SME-Toolkit e- learning platform regarding balance sheets (<http://us.smetoolkit.org/en/content/balance-sheet-0>).

#### Webinars

Webinars refer to seminars available online. Webinars with business and agricultural topics may be found on several websites. Some of them are offered live, so visitors can take part and impose questions to the presenter, while others are recorded, so visitors can only access the educational material that has been already produced. For taking part in a live webinar, a subscription is usually necessary.

## e-Learning

Provided by the International Finance Corporation

Learn to better manage the financials of your business by watching our interactive videos on these accounting and finance topics.

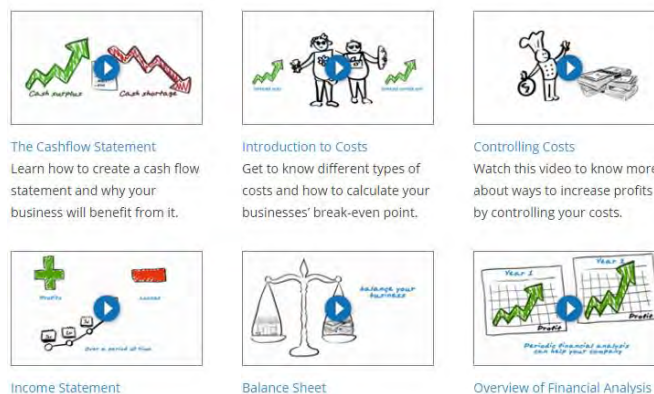


Figure 38. SME-Toolkit e-learning courses

## Balance Sheet

Provided by the International Finance Corporation

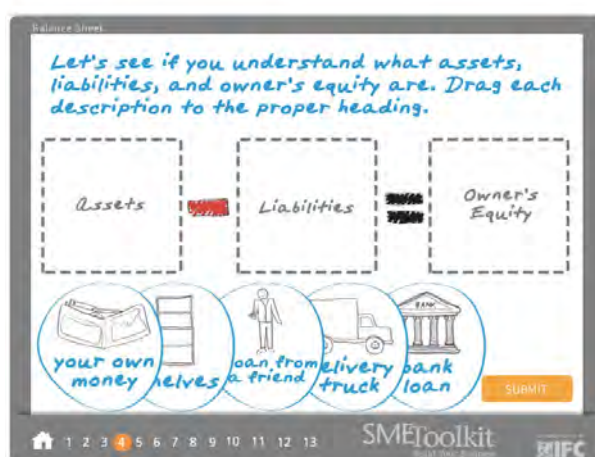


Figure 39. "The Balance Sheet" interactive video on SME-Toolkit e-learning platform

An example of a live webinar is shown in Figure 40 by e-agriculture website (<http://www.fao.org/e-agriculture/news/e-agriculture-webinar-impact-technology-sustainable-agriculture>). The topic refers to the impact of technology on sustainable agriculture, while user must subscribe, in order to participate.

SCORE.org has also a selection of free recorded webinars (<https://www.score.org/recorded-webinars>). A search engine helps users to find the webinar he/she is more interested in (Figure 41). However, in order to watch a webinar, the user must first register his name and e-mail address in a form.

Among several other cases, another example is the Startupclass website (<http://startupclass.samaltman.com/>), where free online lectures about how to start a business are given by the Stratford University.



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### e-Agriculture webinar on the impact of technology on sustainable agriculture



The e-Agriculture and Aerobotics invite interested individuals to participate in this webinar below:-

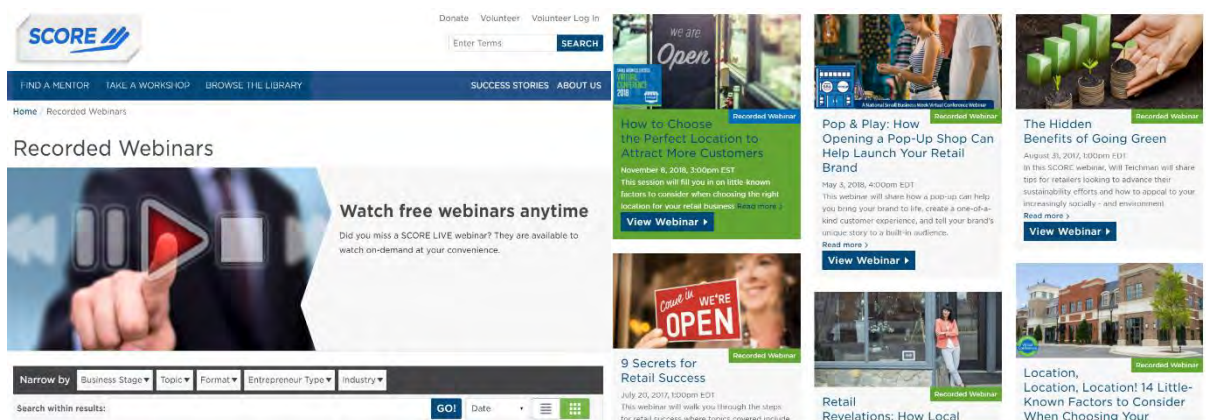
- **Title:** The impact of Technology on sustainable agriculture
- **Date :** 7th of February 2019
- **Time:** 16:00 hrs (Rome Time) [ [What time is this?](#) ]

[Register here](#)

**Abstract**

Annually, farmers lose 15% of yield due to pests and diseases, for example this would equate to more than \$300 million in South Africa alone. The rise of precision agriculture can not only reduce this loss and increase yields but also ensure that action is taken in a sustainable manner. How can modern technologies such as drones and satellite imagery be used to monitor plant pests and diseases? This webinar presents the usecase by Aerobotics in South Africa

Figure 40. Webinar organized by e-agriculture



The screenshot shows the SCORE.org website with a navigation bar including links like 'Find a Mentor', 'Take a Workshop', and 'Browse the Library'. A section titled 'Recorded Webinars' features a large image of a hand pointing at a play button icon with the text 'Watch free webinars anytime'. Below this, there are several smaller cards for different webinars, each with a title, date, and a 'View Webinar' button. The webinars include topics like 'How to Choose the Perfect Location to Attract More Customers', 'Pop & Play: How Opening a Pop-Up Shop Can Help Launch Your Retail Brand', 'The Hidden Benefits of Going Green', '9 Secrets for Retail Success', 'Retail Revelations: How Local', and 'Location, Location, Location! 14 Little-Known Factors to Consider When Choosing Your'.

Figure 41. Free webinars on business topics available on SCORE.org website

### 2.3.3 e-networking

Online e-networking tools are the least developed. There are some networking platforms, but most of them are not free, as they have been developed from specific private companies. As a result, the content of these platforms is available only for the registered users.

However, a well-known free networking platform is yellow pages, but the information provided is limited (address, telephones, e-mails, website, map location, working hours, etc.). Another similar specialized platform is doctoranytime, where several doctors and other health specialists can be

found. In both cases, enterprises must pay to subscribe in the platform, in order their contact details to be available to the end-user for free.

Only few cases of open access specialized platforms, offering business-to-business networking information can be found and only one or two are specialized in agribusiness. The best example of a networking platform is MarketMaker, which is presented in previous sections. This platform includes agribusinesses and other companies in the food-industry through 20 states of the US. MarketMaker platform uses a powerful search engine (<https://foodmarketmaker.com/main/mmsearch>) and with the filters used, search results can be narrowed. The most common filters are the following:

- Location (state, zip code, a given range from a particular spot)
- Business type (farmer, fishery, food retailer, winery, etc.)
- Products
- Affiliations
- Certifications (organic, GAP/ GHP products, etc.)
- Product forms (fresh, bulk, canned, bottled, dried, pasteurized, etc.)
- Methods of sale (direct, internet, wholesaler, credit card, etc.)

Another online networking platform is AgroNetwork (<http://www.agronetwork.com/global/>), where a list of companies in several countries is presented (Figure 42). However, search capabilities are limited to products, industries, and counties. Also, further information for each company is available only for registered users.

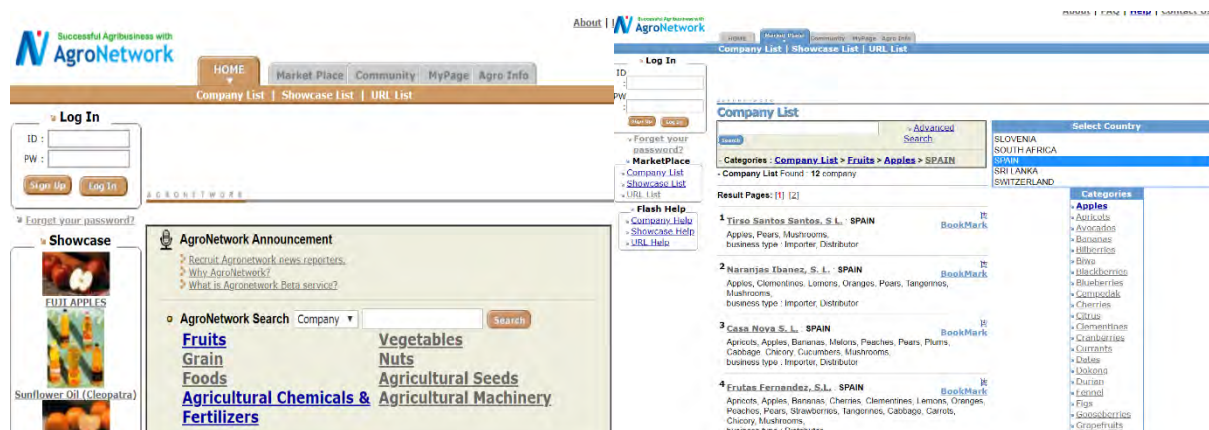


Figure 42. Simple networking platform from AgroNetwork

Thus, for designing a networking platform, the following questions must be answered:

- What types of businesses/sectors will be included?
- How the companies will be presented? Map/list/ other?
- How will be the presentation of a particular company? What kind of information will be included?
- Is it going to include a search engine? What kind of filters will be available?
- How the database is going to be enriched/ expanded?
- Will it be an open resource database or a registration will be required?

### 2.3.4 e-tools

Several different types of e-tools for SMEs are available online, covering many different topics, like accounting, human resources management, social-media management, e-mail marketing, online survey tools, etc. Several of these tools are totally free (at least under specific limitations), while others are available after paying a fee.

Focusing on new businesses and agro-food companies, some interesting e-tools are the following:

- Business calculators
- Quizzes for entrepreneurs
- Logo creation tool

For example Bplans.com offers many free business and marketing calculators to quickly and easily evaluate different aspects of a business. Available calculators include the following:

- Cash Flow Calculator
- Starting Costs Calculator
- Discounted Cash Flow
- Break-Even Calculator
- Conversion Rate Calculator
- Investment Offering Calculator
- Email Marketing ROI Calculator
- Direct Mail ROI Calculator
- Pay-Per-Click ROI Calculator

Figure 43 presents an example of a cash flow calculator (<https://www.bplans.com/business-calculators/cash-flow-calculator>) with has input boxes, adjustable sliders, help buttons, and automated modified charts. Similarly, an example of a break even calculator by Bplans is given in Figure 44 (<https://www.bplans.com/business-calculators/break-even-calculator>).

Another type of calculator referring to loan amortization can be found in morebusiness.com website. A characteristic screenshot is shown in Figure 45 (<https://www.morebusiness.com/amortization-calculator/>). The calculator has input boxes, drop-down lists and buttons for calculating the amortization schedule, which is presented in a pop-up window.

As mentioned in e-library tools, there are several available templates on the web, usually in .xls format, for calculating a company's financial forecasts. In addition, financial projections are commonly combined with business plans, and many online tools provide this feature (see for example the abovementioned LIVEPLAN software). A special case in this context refers to the Startup Financial Model provided by Boldmore Growth Partners, LLC, which is an online tool specialized in financial projections of a startup (<https://www.startupfinancialmodel.com/>). Some of the features of the Startup Financial Model include the following (Figure 46): 5-Year Financials, Detailed Assumptions, Employee Hiring Plan, Advanced Accounting, International Currencies, Cash-level Verification, Fundraising, Investor ROI Analysis, Detailed CLTV Reports, Breakeven Analysis, KPI Dashboard, Stress Testing, Company Valuation, Sales Summary, and Customized Reporting. In this specific e-business tool, all assumptions are in one place and the pro-forma app automatically calculates and effortlessly creates all the financial statements, financial ratios and other outputs (tables, charts, etc.). The tool can be used as a web application or it can be downloaded as an unlocked .xls file.



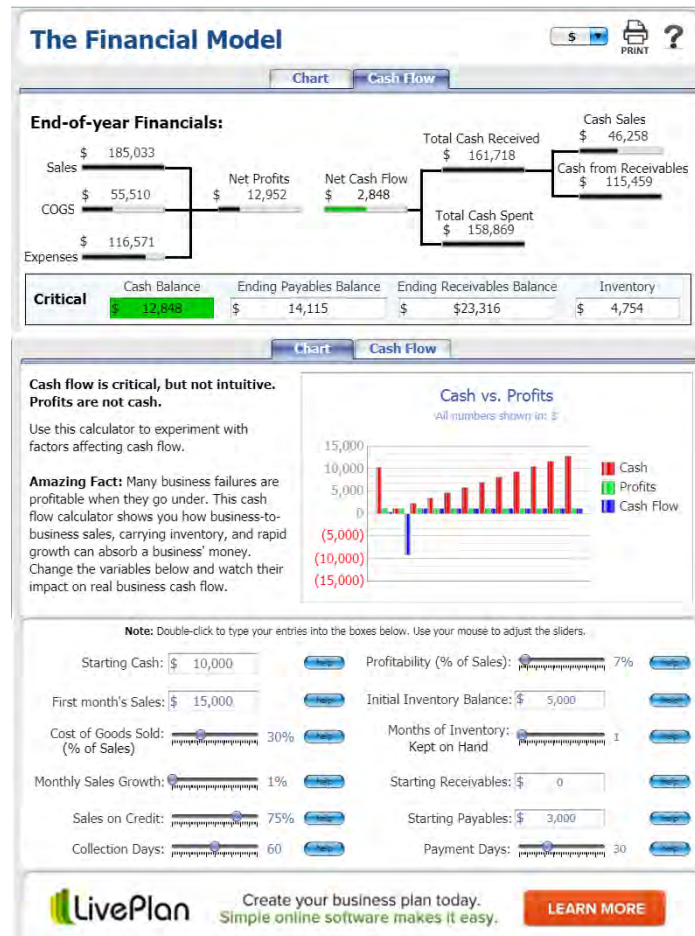


Figure 43. Cash flow calculator on Bplans.com

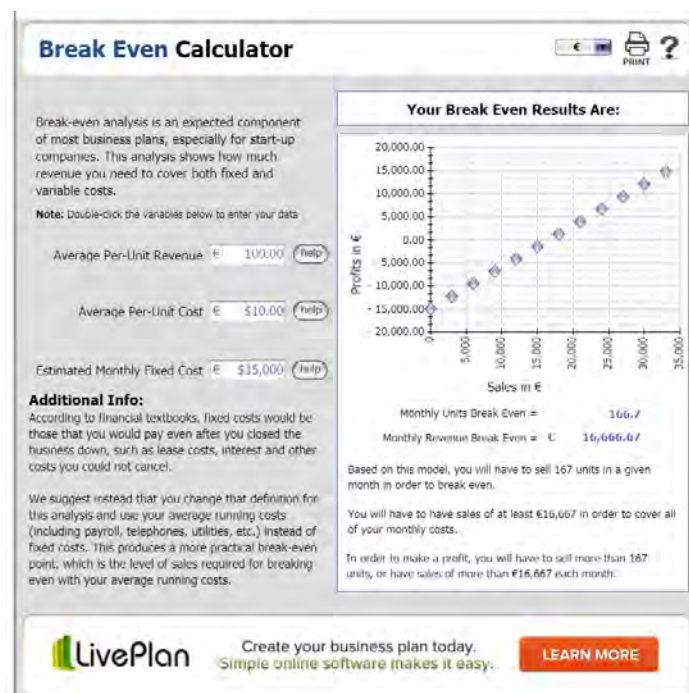


Figure 44. Brake even calculator on Bplans.com

Home &gt; Financial Calculators &gt; Loan Amortization Calculator

## Loan Amortization Calculator

By R. Khera



This calculator will compute a loan's payment amount at various payment intervals — based on the principal amount borrowed, the length of the loan and the annual interest rate. Then, once you have computed the payment, click on the "Create Amortization Schedule" button to create a report you can print out.

|   |            |
|---|------------|
| How much are you looking to borrow?   | 30000      |
| What is the loan's annual interest rate?                                    | 5          |
| What is the term of the loan in years?                                      | 2          |
| What is the payment interval?   | Monthly    |
| Date 1 payment-period prior to date of 1st payment:                         | January    |
|   | 1          |
|   | 2016       |
| <input type="button" value="compute"/> <input type="button" value="Reset"/> |            |
| This is the amount of your payment:   | \$1,316.14 |
| <input type="button" value="Create Amortization Schedule"/>                 |            |

Figure 45. Loan Amortization Calculator provided by Khera Communications, Inc.

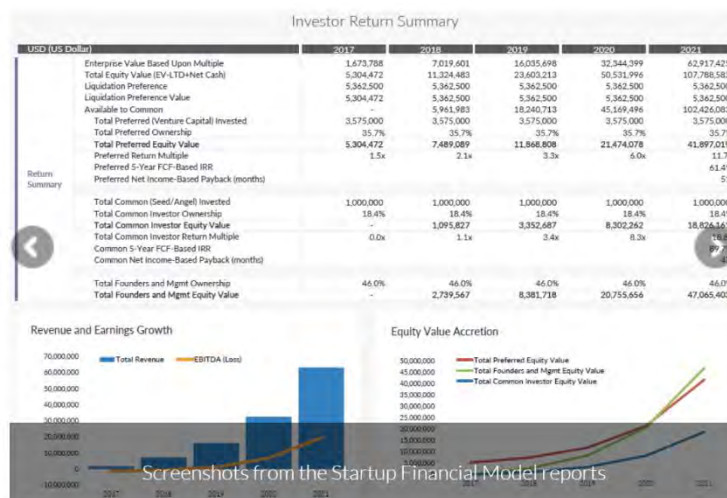
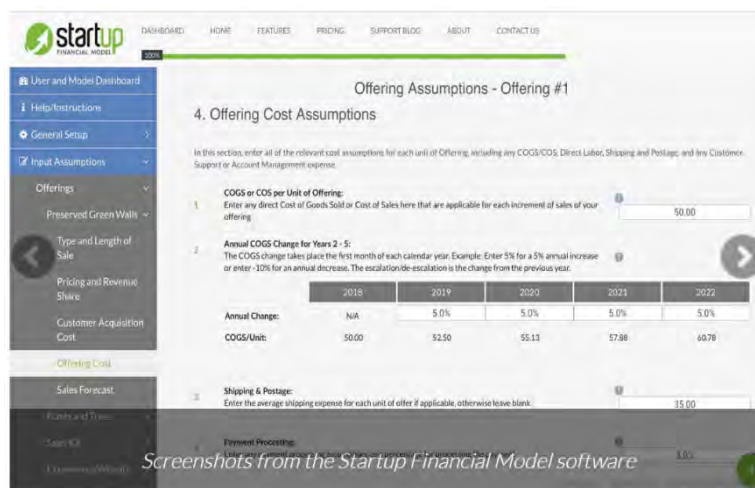


Figure 46. Startup Financial Model application provided by Boldmore Growth Partners, LLC

Finally, there are several other multi-purpose online tools that may be useful for agro-food companies. Some of them are very popular and free, such as the following:

- Google Forms: for designing an online questionnaire and conducting a survey, including the analysis of survey results (<https://www.google.com/forms/about/>).
- Dropbox: for sharing files with others or between different personal computers (<https://www.dropbox.com>).
- Mailchimp: tools for marketing (e-mail campaigns, ads, signup forms, etc.) provided by The Rocket Science Group LLC (<https://mailchimp.com/>); the service is free for up to 2,000 subscribers or 12,000 per month.
- Hatchful: for designing a logo in just a few minutes (Figure 47); the tool is powered by Shopify Inc. and it is free for all users (<https://hatchful.shopify.com/>).
- TeamViewer: for remotely connect to desktop computer from anywhere and at any time. The service is provided by TeamViewer GmbH (<https://www.teamviewer.com/>).
- Skype: for communicating with other people using a computer or a mobile and also for taking place in a videoconference. Skype is a provided by Microsoft (<https://www.skype.com/>).

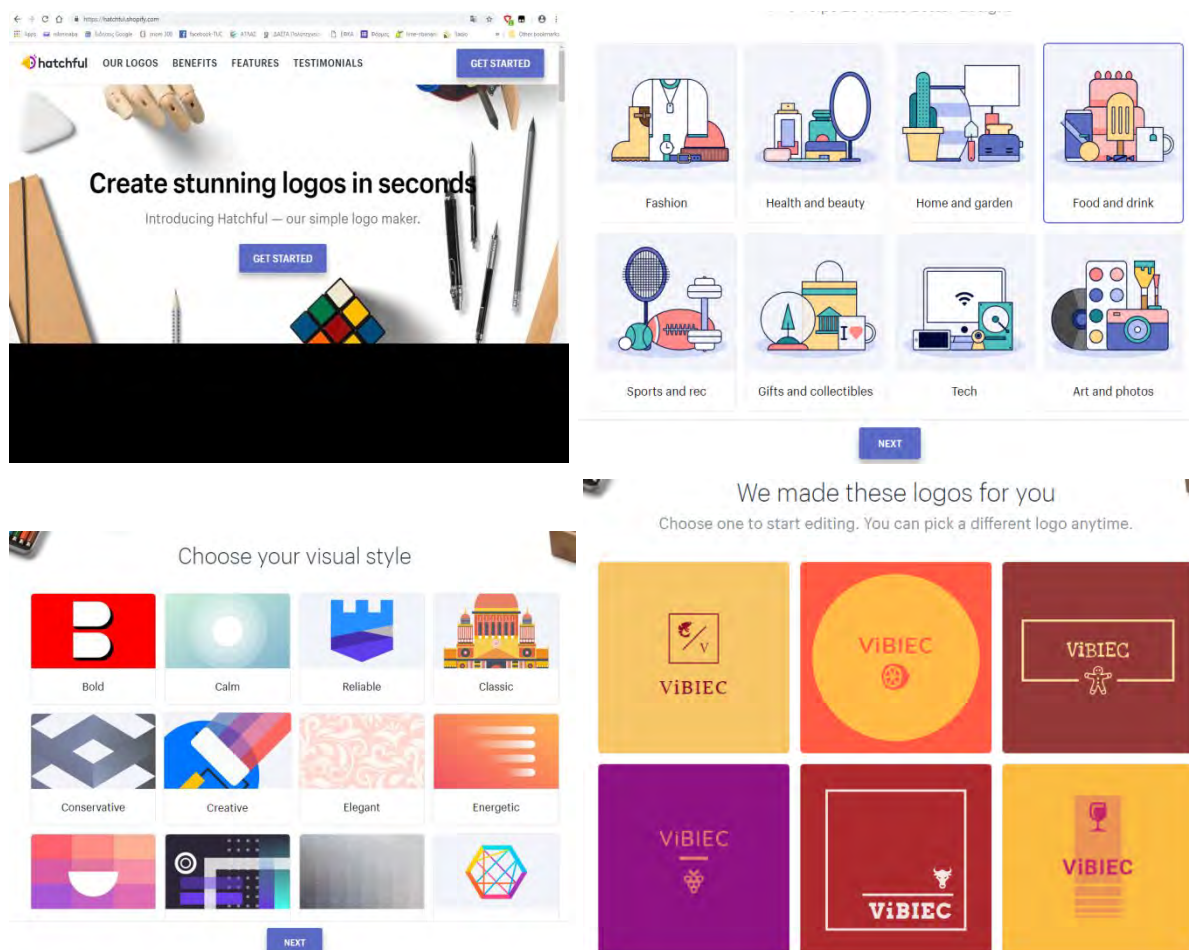


Figure 47. Online tool for designing a logo provided by Shopify Inc.

### 3 User Needs Analysis

#### 3.1 Research Background and Questionnaire Development

This chapter presents a qualitative research of potential users of the ViBIEC platform in order to investigate their needs, which will be taken into account for developing the platform's specifications.

The questionnaire of user needs analysis has been developed by TUC, with the contribution of E-ZAVOD and UNIBAS. The questionnaire is given in Annex II and its main parts include the following:

- a) Business identity
- b) Business foundation
- c) Business planning
- d) Market/Distribution channels
- e) Information channels
- f) Business collaboration

Figure 48 shows the contribution of each of the different parts of the questionnaire to the platform's modules, along with the review of the similar platforms that are presented in the previous chapter.

The interviews were conducted by the abovementioned partners, including companies from all the involved countries of the project. The interviewees are members of agro-food companies and clusters from Greece, Serbia, Italy, Albania, and Slovenia.

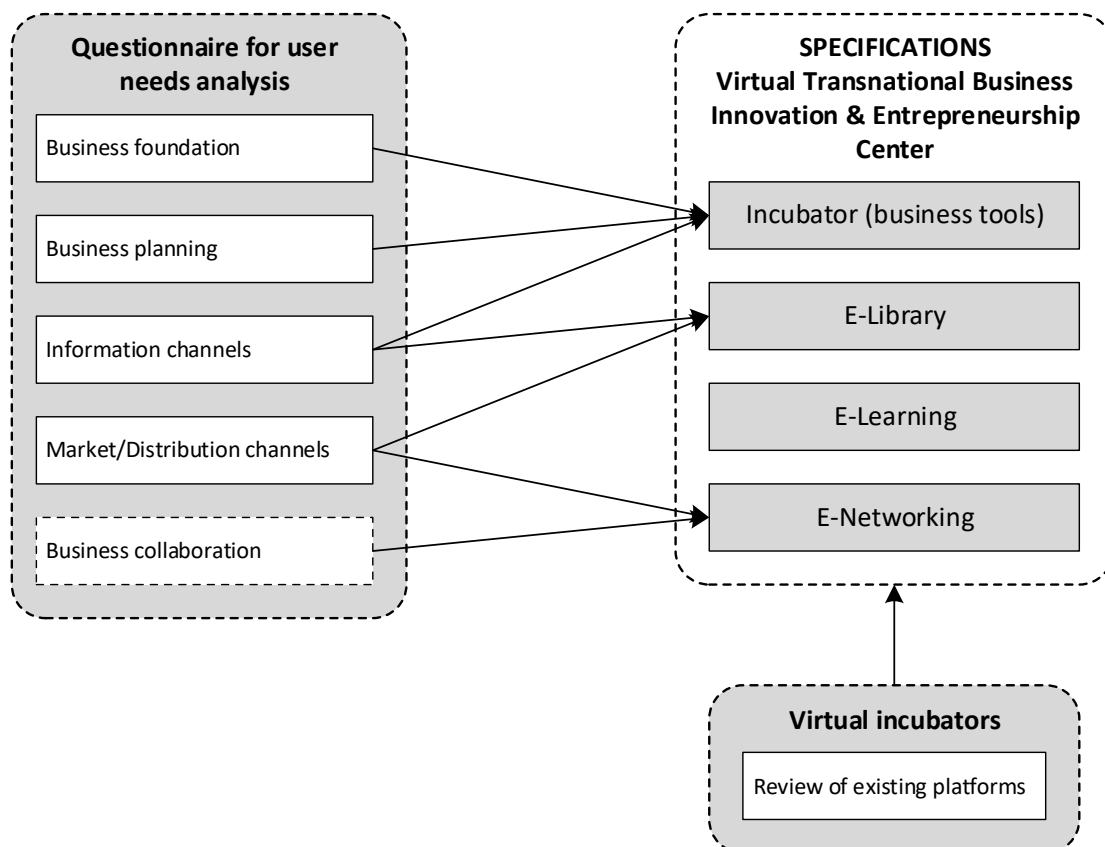


Figure 48. Methodology for developing ViBIEC specification



## 3.2 Survey Details and Results

### 3.2.1 Business Identity

Fifteen companies participated in the user needs analysis survey. The detailed list of these companies is given in Table 1 (see Annex IV for all completed questionnaires). The most important remarks concerning the business identity of the participating companies are the following:

- The activities of these companies cover a wide range of activities of the agro-food industry.
- Only one company has certified its products ("Organic" honey of Sanum), while some companies are certified as a whole, according to several standards, such as, International Food Safety (IFS), Food Safety System Certification (FSSC), and ISO 22000.
- Almost all companies have less than 25 permanent employees, however, many of them hire additional personnel seasonally. The total number of employees does not exceed the 30 people in most cases. Especially, companies from Slovenia and Italy are very small companies, with a maximum of 7 employees (permanent and seasonal personnel).
- Four out of fifteen companies are quite large, with a turnover more than 250.000 euros, while on the other hand, only the wine cluster (non-profit company) and two more companies from Slovenia and Albania, have a turnover less than 20.000 euros.

*Table 1. Companies participated in user needs analysis survey*

| No | Company Name          | Company's Activity  | Country  |
|----|-----------------------|---|----------|
| 1  | HOFF RS               | Aronia products   | Serbia   |
| 2  | Sanum per fructus DOO | Honey with tastes of fruits   | Serbia   |
| 3  | Wines of Crete        | Cluster of wine producers in Crete  | Greece   |
| 4  | Corfu Beer S.A.       | Beers and beverages producer  | Greece   |
| 5  | AVOEL PC              | Spreads, dressings, dips and other products made from avocado                 | Greece   |
| 6  | PATERAKIS S.A.        | Traditional meat products   | Greece   |
| 7  | Farm Bavdaž           | Production of milk and meat   | Slovenia |
| 8  | Farm Mihec            | Vegetables, seedlings   | Slovenia |
| 9  | Farm Mohorič Robert   | Livestock, agriculture  | Slovenia |
| 10 | LUCANAPA              | Cultivation of Cannabis Sativa L, processing (food and cosmetics)             | Italy    |
| 11 | BASILICATA ZAFFERANO  | Spice and bulb production for plant cultivation                               | Italy    |
| 12 | LA CHIOCCIOLA         | Snail slime production  | Italy    |
| 13 | Doni Fruits           | Fresh and dried fruits and vegetables   | Albania  |
| 14 | Komiteti Kafe Muzeum  | Traditional products such as rakia and liquor from different parts of Albania | Albania  |
| 15 | Olive Oil Subashi     | Processing agro-food prime material   | Albania  |

- Almost all companies seem to have medium to high internal capacity in marketing and distribution, meaning that they are capable to release a ready to market product according to the specifications of distributors or even sell their products directly in the market. At the same time, the level of mechanization of their production process is mixed.
- Several companies participated in the survey have been already proposed as good practice examples in the framework of the project.

Figure 49 presents the turnover of the participating companies. As shown, the range of annual turnover, according to the predefined categories is rather large. Similarly,

In Table 2, the permanent and seasonal personnel of the participating companies are shown. The most of the companies are small with less than 12 people in a permanent basis, while all the companies from Italy and Slovenia are even smaller with maximum 6 people in permanent basis. Actually, only two company occupy 25 and 15 people permanently and 5 and 50 additional people during high season, respectively.

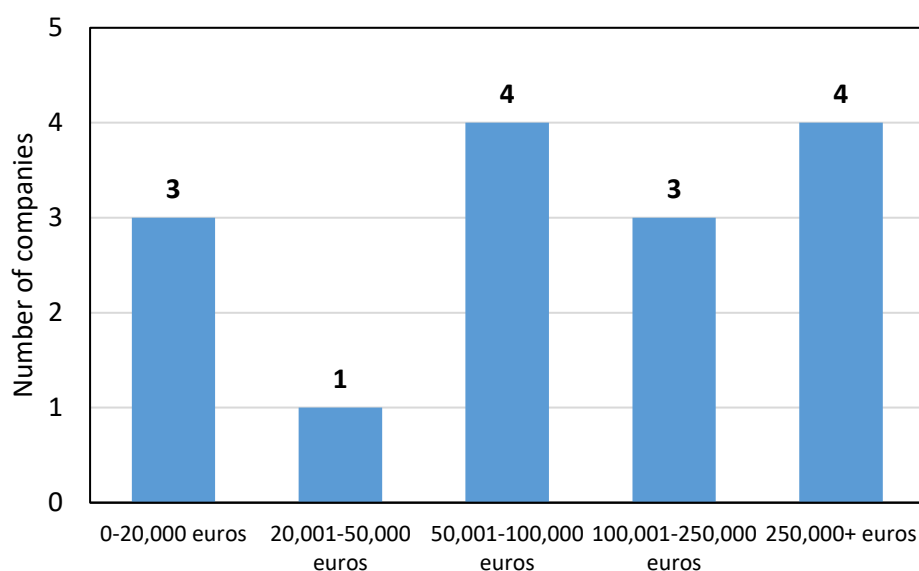


Figure 49. Turnover of participating companies during the last fiscal year

Table 2. Personnel of the participating companies

| Country  | No Company | Permanent | Seasonal |
|----------|------------|-----------|----------|
| Serbia   | 1          | 3         | 6        |
|          | 2          | 7         | 10       |
| Greece   | 3          | 1         | 0        |
|          | 4          | 12        | 8        |
|          | 5          | 4         | 0        |
|          | 6          | 25        | 5        |
| Slovenia | 7          | 1         | 0        |
|          | 8          | 1         | 6        |

|         |    |    |    |
|---------|----|----|----|
|         | 9  | 2  | 0  |
| Italy   | 10 | 3  | 0  |
|         | 11 | 2  | 0  |
|         | 12 | 2  | 0  |
|         | 13 | 15 | 50 |
| Albania | 14 | 5  | 0  |
|         | 15 | 1  | 4  |

Finally, Figure 50 shows the level of mechanization of the production process, as well as their capacity in marketing and distribution the wine cluster did not answer these questions).

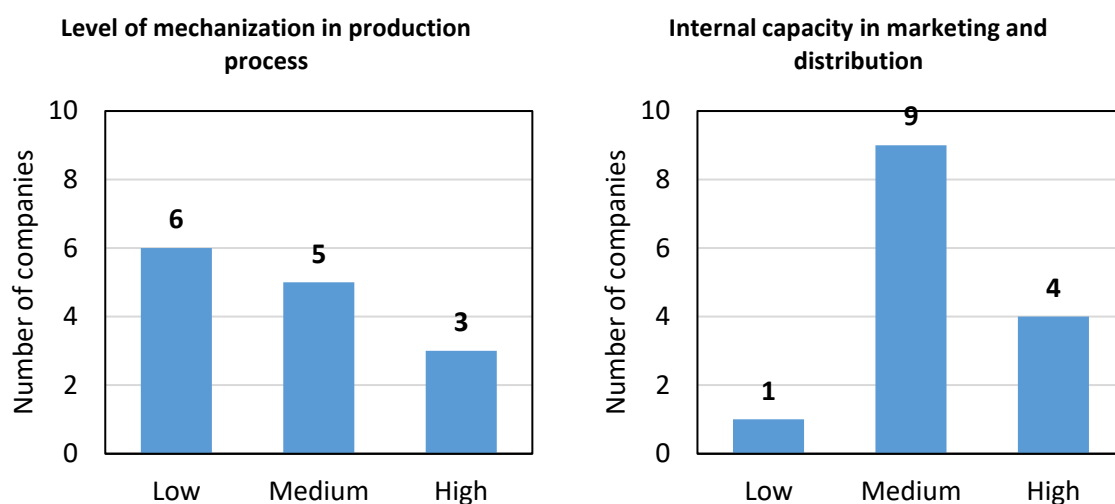


Figure 50. Level of mechanization of the production process and internal capacity in marketing and distribution

### 3.2.2 Business Foundation

Most of the interviewees responded that they decided to found their company, when they realized there was a gap in the market, in other words they recognized a business opportunity. Others responded that the business was given from their parents. However, most of them did not developed an extensive business plan and/or a market research, but actually they trusted their instinct, they "listened their heart" as someone said. Some of them they talked with people in the market or friends about their idea. Only one company said that they had an idea based on a best practice application concerning snail slime production and they also conducted a business plan for getting the decision to start a new business.

At the beginning, all the companies financed their business by their own funds, but later some sought a bank loan and/or a grant from an EU/National programme, where they had to submit a business plan to continue with the process. Till today, only one company has received funds from a venture capital or a business angel.

### 3.2.3 Business Planning

Most of the participating companies (12 out of 15) responded that they do have a business plan at present, but only eight of them regularly update it (the participating cluster said that they have a business plan, but this is not a written document).

Regarding who developed the current business plan, most of them said that the owner or the company's executives had prepared it. However, some companies, as well as the cluster, had assigned it to a consultancy company or an expert, and one of them (Farm Bavdaz) got help from an expert from the Chamber of Agriculture. Furthermore, according to their experience, the most difficult part of the business plan is to define the market, estimate prices and forecast sales, while financial projection is an additional problem for some.

Regarding their next business plan preparation, six of them said that the owner or the company's executives are going to develop it, while five of them will assign it to a consultancy company or to an independent consultant. Four of them did not give any specific answer to this question.

About the possibility of using an online tool for business planning, five companies replied negatively, four were positive to use, if the tool is free and friendly. The rest of them are somehow skeptical about this option.

Only three companies have a marketing plan as a written document, while three more stated to have an "oral" marketing plan. Finally, all of them use mainly MS Excel and MS Word for business planning, while the Greek companies also use several ERP applications to support commercial and financial business monitoring.

### 3.2.4 Market and Distribution Channels

Regarding the target markets of the participating companies, three of them sell more abroad than in their national market (AVOEL with avocado products, SANUM with fruit flavored honey, and DONI FRUITS with Fresh and dried fruits and vegetables), while eight companies in total have an export activity. Actually, two companies said that they don't have the adequate capacity to go abroad; as their priority is the local and national market (CORFU BEER, PATERAKIS). Europe is a potential market for all the companies that export, but also they aim to the US, Middle East countries, Australia and even China. In Europe, the main importer seems to be Germany.

Half of the companies sell their products to large distributors and supermarkets, while two others have their own fleet and distribute their products to markets, hotels, and restaurants. One small company sells its products by itself to the local market. Also, it is worth noting that two Slovenian companies market their products through agricultural cooperatives, while four companies use internet as an alternative channel for their products distribution (all Italian companies are included).

Regarding obstacles that companies have to overcome in order to go abroad, the following factors are emphasized:

- bureaucracy,
- adopting particular quality standards,
- special labeling,
- legislation,
- marketing and product development in the foreign country,
- product certification,
- export taxes,
- non specified normative framework (e.g., snail slime), and
- lack of specific information, such specific distributors of organic/bio products

Moreover, two companies had additional difficulties due to the special characteristics of their products special characteristics, such as aronia products (they are not well known) and fresh beer (it has to be constantly in low temperature). Limited capacity was also the main problem for two companies. Finally, the economic crisis in Greece made many foreign distributors not to trust Greek companies.

The most crucial information for a foreign country in order to become a target market for a company include the following:

- Demographic data, eating and drinking habits
- General economic data (average salary, purchasing power etc.)
- Special legislation, normative framework
- Taxes applied on imported products, entry fees
- Information on how the market works
- Contact details of foreign distributors

Regarding finding partners (locally, nationally or internationally), most of the companies seek partners in fairs in which they participate as exhibitors or visitors and also through B2B meeting, which are organized by chambers and clusters. Actually, two companies (CORFU BEER and the wine cluster) organize their own fairs, where they try to attract customers, but also partners from national or international market. One company tries to find partners through recommendations from its environment.

About market research in a foreign country, only one company answered that it has already conducted a market research in an EU-country (UK), while the cluster has conducted some researches through its participation in EU programmes. However, the majority of the participating companies have not conducted a market research in any foreign country.

Finally, the majority of the companies participate in specialized food fairs, such as FOODEXPO, HORECA, DETROP-OENOS in Greece, ETHNO FOOD AND BEVERAGE FAIR in Serbia, ProWINE and GREEN MARKET in Germany, etc. Actually, four of the companies have participated in fairs abroad. On the other hand, the Slovenian and some Albanian companies have not participated to any local or international fair. Additionally, as it was mentioned above, the wine cluster organizes the fair "Oinotika" in Crete-Greece, three times per year and CORFU BEER contributes to the organization of the "Corfu Beer Festival".

### 3.2.5 Information Channels

In this part of the questionnaire, interviewees are asked about the information channels they use, the use of the internet in general, and tools that they think they would be useful for them.

The main issues of concern while doing business include mostly the following:

- Funding (mentioned by the majority of the interviewees)
- Issuing operating licenses
- Strategy formulation

Other remarks include bureaucratic procedures, frequent change of the taxation laws (Greece), frequent change of the food legislation, technical and financial advice during starting up, finding dedicated personnel, taxes, marketing, product certification, exports, website, complicated procedures (health authorization procedures for Cannabis products).

Regarding internet, all companies seem to use it for information, while some of them use it additionally as a promotion channel for their products (social media, sending e-mails, updating their website etc.). All the Italian companies use it also for distributing their products, while three Greek

and one Albanian companies use internet for having online information for their business, through their ERP application (sales, inventory, trace trucks, etc.).

Figure 51 shows what interviewees consider as the most useful information they can find online. As shown, the most popular answers is information about friendly farming processes, legislation, exports and product certification. Also, one firm suggested that they would also like information about innovative food packaging.

Focusing on ViBIEC business tools, companies were asked to suggest online tools from a pre-determined list, which they believe would be more important for them. Their answers are presented in Figure 52. As shown, interviewees suggested that the most useful online tools are related to marketing plan development and promotion campaign effectiveness. Also, business plan tools, cash flow and investment return tool attracted the interest of many companies.

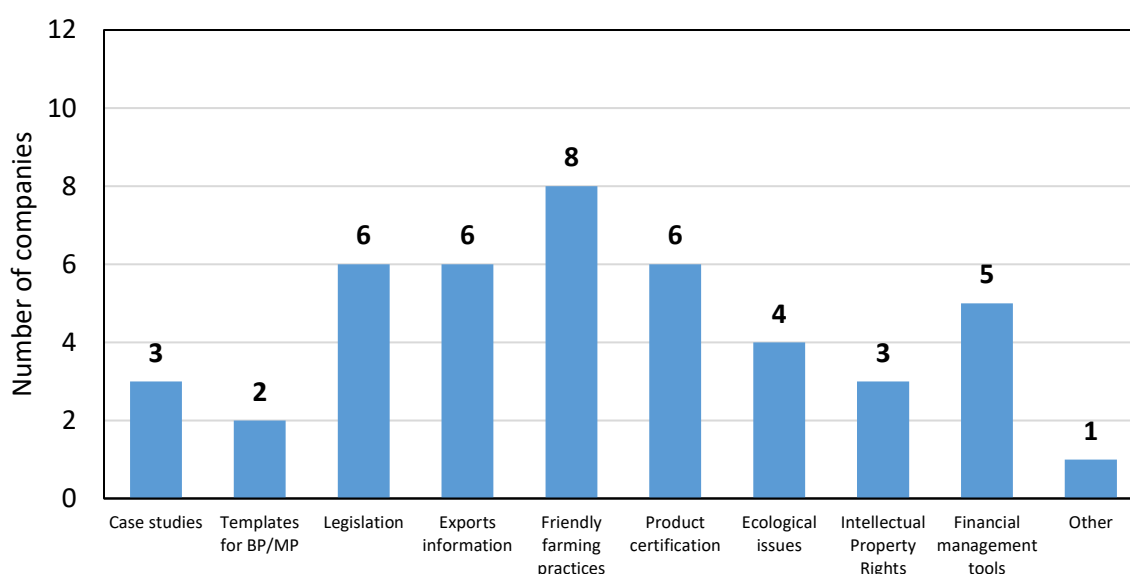


Figure 51. Ranking the usefulness of online information

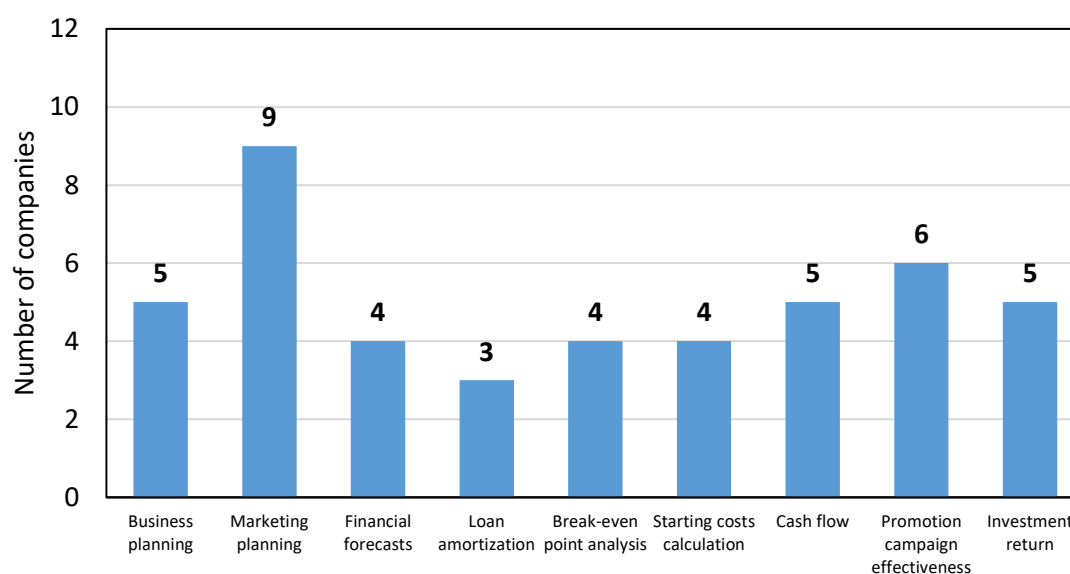


Figure 52. Ranking of the most useful online tools

### 3.2.6 Business Collaboration

Regarding collaboration with other companies, three of the interviewees participate to a collaboration of companies of the same industry (not a cluster), where they exchange information about production, exports, legislation, etc. Two Slovenian companies market their products through an Agricultural Cooperative, while one of the interviewees is a wine cluster, with 33 wineries-members, representing the 90% of the total Cretan wineries. The main activity of the cluster is the promotion of Cretan wines, especially local varieties, in Greece and abroad and also the cluster aims to develop Crete as a wine tourism destination.

Finally, most of the companies have not any cooperation with a university or a research center, except AVOEL which cooperates with the Harokopio University in Athens (Department of Nutrition and Dietetics). Also, the wine cluster collaborates with several research centers and universities, mainly by applying as members of a consortium for getting grants from national and EU programmes. Finally, all the Italian companies have cooperation with UNIBAS or other universities/research centers, as they have been already proposed as good practice examples in the framework of the project.

### 3.2.7 Concluding Remarks

All companies participated in the user needs survey are agro-food companies/clusters, with different activities, size, and turnover. Taking into account all responses, most entrepreneurs decide to set up a new business, mainly by using their instinct and less by doing a business plan. At the very early steps of the business, entrepreneurs often seek advice from their close environment: family, friends and work. The initial funds are usually invested by the owners. However, while the company is growing, more funds are requested and the company has to present a justified business plan to get additional funds. In many cases, the business plan is prepared by the owner and/or the company's staff and the most difficult part is estimating the market and the investment return.

The major problems that entrepreneurs face in the first steps of their business are funding, bureaucratic procedures (generally and especially for getting the initial operating licenses), and also formulating their strategy. Later, the frequent change of the food legislation, tax policy, exports and finding partners are also issues of concern.

Most agro-food companies address their product to the local or national market and only few export their products, mainly to EU countries. The first problem that they have to overcome in order to go abroad is their low capacity, but secondly they have to face the complicated procedures and probably the extra certifications required. However, before aiming on a foreign market, a company needs to have information about the demographic data of the country, people eating and drinking habits, and any special legislation regarding food imports and distribution. However, although exports is an opportunity, only few companies have conducted a market research for a foreign country and most of them do not even have a written marketing plan. Furthermore, most companies do not update their business plans in a regular basis.

Regarding finding partners, most companies participate in national and international fairs in order to find some potential collaborations, while B2B meetings organized by Chambers are also helpful. However, the cost of participation in this kind of events (as exhibitors) is quite high and it is difficult for a small company to afford.

Regarding useful online information for agro-food companies, friendly farming practices and legislation are the top choices, while the most useful business tools are considered to be tools for conducting a marketing plan and for estimating the effectiveness of a promotional campaign.



Finally, being a member of a collaboration of companies, such as a cluster, a business association or even an agricultural cooperative is helpful in many ways for agro-food companies. Getting information, getting special training, interpreting legislation, organizing promotional campaigns and fairs are some of the actions usually taken. However, only few companies have a standard collaboration with Universities and Research Centers in order to develop innovative farming procedures and innovative and/or high quality products.

## 4 Primary and Secondary Data

### 4.1 Background and Questionnaire Development

This chapter is the core of the deliverable, since it concerns the collection of necessary info and data for the development of the VIBIEC. For this reason, a questionnaire presented in Annex III has been developed by the Technical University of Crete (TUC). The main parts of the questionnaire include the following:

- a) Agro-food clusters or cooperation networks (lists, policies)
- b) Studies related to the agro-food sector (conducted under EU Regulations, Interreg or other EU programs, exporters association, agro-food clusters or cooperation networks)
- c) Exports and imports of agro-food products (list of exporters, importers, wholesalers, laws and regulations for exports/imports)
- d) EU quality schemes for agro-food products (data about cultivation areas, production, trade, exports, etc.)
- e) Trade fairs, trade shows and exhibitions (list of events related to agro-food products)
- f) Innovative agro-food companies (regulations)

This questionnaire provides a common specification framework for all collected material.

Figure 53 shows the methodology for linking primary/secondary data with ViBIEC, i.e., how the different parts of the questionnaire will be used/integrated in the VIBIEC. As shown:

- Policies for agro-food clusters or cooperation networks, studies related to the agro-food sector, laws and regulations for exports/imports of agro-food products, EU quality schemes for agro-food products (data about cultivation areas, production, trade, exports, etc.), and regulations for innovative agro-food companies will be included in the e-library module of the VIBIEC.
- Lists of agro-food clusters or cooperation networks, lists of exporters, importers, wholesalers of agro-food products, and trade fairs, trade shows and exhibitions for agro-food products will be included in the e-networking module of the VIBIEC.

Almost all partners were asked to complete this questionnaire. The current version of the deliverable includes material collected for Greece, Serbia, Slovenia, Albania and Italy by the following partners:

- INSULEUR (P4)
- Province of Potenza (P5)
- E-ZAVOD (P6)
- Italian Confederation of Agriculture (P7)
- Union of Chambers of Commerce and Industry of Albania (P8)
- Chamber of Commerce and Industry of Serbia (P9)
- University of Basilicata (P10)

Annexes V-XI present analytically the collected primary and secondary data and it should be noted that all this material will be constantly updated.

### 4.2 Clusters and Cooperation Networks

In this part of the questionnaire, partners gave information about agro-food clusters and cooperation networks in their region/country and they also provided information about the policy for developing a cluster in their region/country.

Several clusters were recorded in many sub-sectors of the agro-food industry like fruits and vegetables, honey, flowers, wine, dairy products, organic and others. For each cluster, partners gave a short description of its activity, its contact details, and its website. Figure 54 shows the number of clusters recorded per country.

In addition, a large number of agro-food cooperation networks were also recorded and specifically 18 from Italy, 8 from Greece, 7 from Serbia, 7 from Albania, and more than 50 in Slovenia. The information collected for cooperation networks has similar structure to that for clusters (name, description, contact details and website).

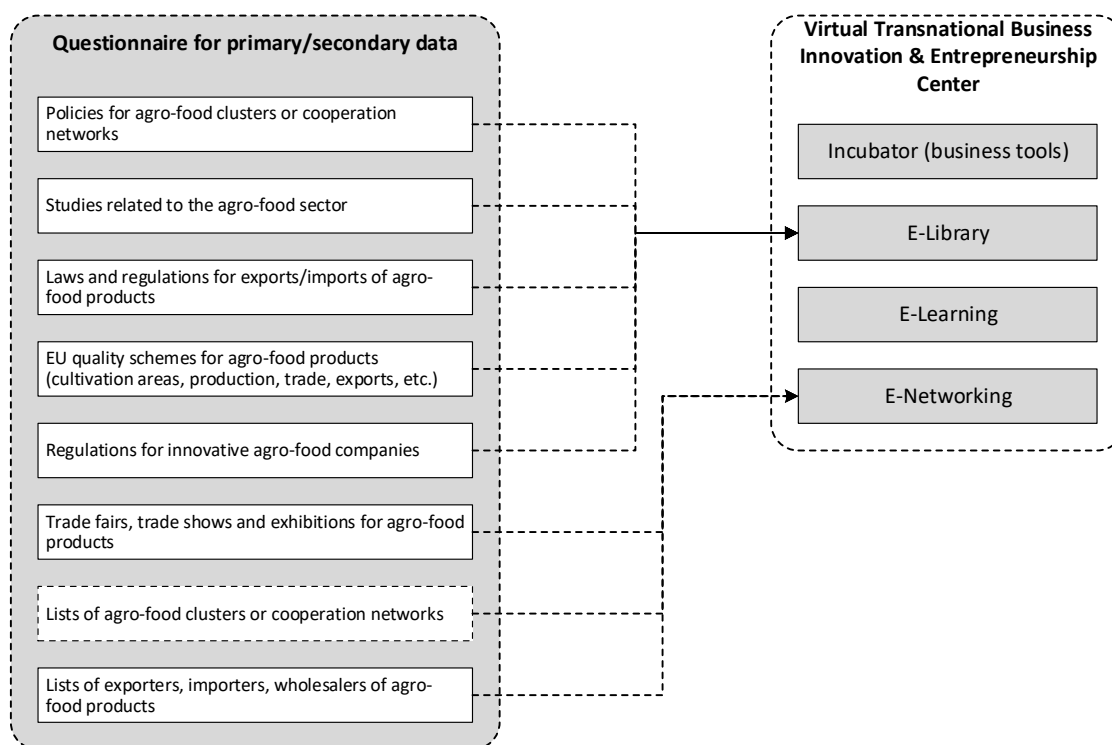


Figure 53. Methodology for integrating collected data in ViBIEC

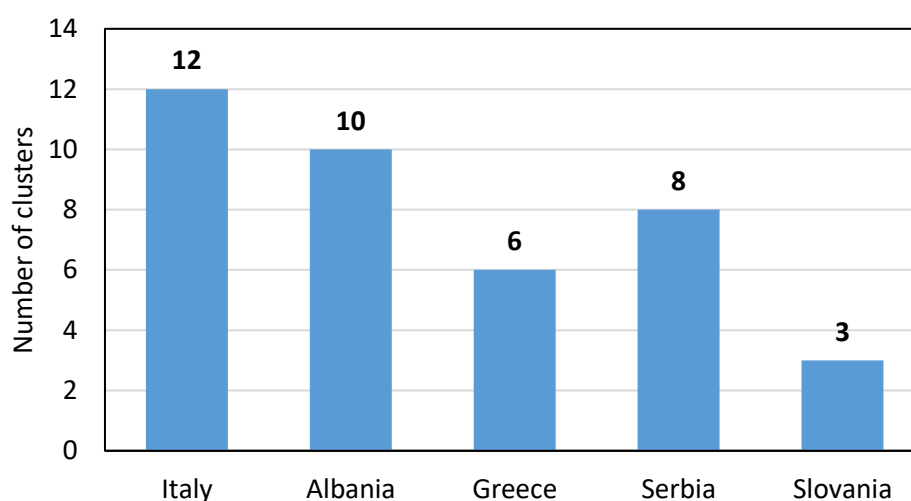


Figure 54. Clusters recorded in agro-food industry

Regarding special policy for cluster and/or cooperative networks, contributed partners gave information about the type of policy, the responsible authority, a short description and also a web-link or a file where more details can be found.

All this material will be used as part of the e-networking module of the ViBIEC platform.

### 4.3 Studies

In this part of the questionnaire, useful material about studies and promotional plans related to agro-food sector was collected by partners. For each study or plan, partners provided a short description of its subject and the responsible person/organization who/which conducted it and also they gave a link or a file, where the full document can be found. A list with studies recorded is shown in Table 3.

Additionally, similar material related to studies conducted under the Interreg program or other EU funded programs and also studies conducted by the exporters association or any agro-food cluster or cooperation network was collected.

All the above material will be used as part of the e-library module of the ViBIEC platform.

*Table 3. Studies and promotional plans for agro-food products*

| Title of study/plan                                       | Responsible person/ organization                               | Country |
|---|--|---------|
| Smart Specialization Strategy                             | Basilicata Region  | Italy   |
| Rapporto 2017 qualivita                                   | ISMEA (Institute of Services for the Agricultural Food Market) | Italy   |
| I PRODOTTI AGROALIMENTARI DI QUALITÀ DOP, IGP ,STG        | ISTAT  | Italy   |
| RAPPORTO SULLA COMPETITIVITÀ DELL'AGROALIMENTARE ITALIANO | ISMEA  | Italy   |
| L'AGROALIMENTARE IN ITALIA PRODUZIONE ED EXPORT           | Italian Trade Agency   | Italy   |
| IL SISTEMA AGROALIMENTARE NELL'ECONOMIA LUCANA            | Basilicata Region, Unioncamere                                 | Italy   |
| Smart Specialization Strategy                             | Regione Puglia   | Italy   |
| IXVI Ismea Report - Qualivita 2018                        | ISMEA  | Italy   |
| QUALITY AGRO-FOOD PRODUCTS                                | ISTAT  | Italy   |
| AGRO-FOOD IN ITALY PRODUCTION AND EXPORT                  | Italian Trade Agency   | Italy   |
| PDO Feta. Let's Get Real!                                 | ELDO-DEMETER   | Greece  |

|  |  |          |
|--|--|----------|
| Santorini Volcanic Terroir   | Union of Thiraic Products Cooperatives <sup>0</sup>  | Greece   |
| Information provision and promotion measures on fresh fruits in Saudi Arabia and the UAE | Agricultural Cooperative for Processing Fruit and Vegetables in Velvento Kozanis – ASEPOP VELVENTOU                            | Greece   |
| OLIVE YOU, European Table Olives   | Panhellenic Association of Table Olives Processors, Packers and Exporters (PEMETE)   | Greece   |
| The European Food Masters... taste the authentic   | Agronutritional Cooperation of the Region of Crete   | Greece   |
| Meet the Lamb  | National Interbranch Organisation for Meat (EDOK)  | Greece   |
| Have a Peach Day!  | Hellenic Canned Fruit Industry Network (DELCOF) S.A.   | Greece   |
| European PDO products: Precious Drops  | Chios Mastiha Growers Association  | Greece   |
| European Currants  | Agricultural Cooperatives' Union of Aeghion S.A.   | Greece   |
| Premium European Kiwi  | Agricultural Cooperative of Chrysohori 'Nespar' (coordinator), Agricultural Cooperation of Nestos, Alkyon S.A., Gousteria S.A. | Greece   |
| Our super food   | Ministry of Agriculture, Forestry and Food   | Slovenia |
| Traditional Slovenian Breakfast  | Ministry of Agriculture, Forestry and Food   | Slovenia |
| Day of Slovenian food  | Ministry of Agriculture, Forestry and Food   | Slovenia |
| Scheme of school fruit and vegetables  | Ministry of Agriculture, Forestry and Food   | Slovenia |
| Bon Appetit Slovenia   | Ministry of Health   | Slovenia |
| Modernization of the Agricultural and Food Sector  | OECD   | Albania  |
| Livestock Sector in Albania: Trends and Challenges                                       | Ministry of Agriculture and Rural Development  | Albania  |

#### 4.4 Exports and Imports

In this section of the questionnaire, partners collected information about exporters and importers of agro-food products in their region/country. A large number of exporters has been recorded, together with specific information about the type of products they trade, their contact details and their website. Similar information was collected for importers and wholesalers in each region/country.

Furthermore, information about the regulatory framework (laws, regulations) of imports/exports of agro-food products in each country was collected. Specifically, the type and code of each regulation, the issuing authority and a short description were given, while the full document is available as a downloadable file or a web-link.

This material will be used as part of the e-networking module of the ViBIEC platform.

## 4.5 EU Quality Schemes

The most recent data concerning the labeled agro-food products in each region/county were collected in this part of the questionnaire. Specifically, the partners gave information about the type of the products, their label category, the regions where they are produced/cultivated, estimations about the produced quantities and also the overall turnover of their trade and their exports capacity, wherever this information was available.

The data collected were for Protected Designation of Origin (PDO) products, Protected Geographical Indication (PGI) products, Traditional Specialties Guaranteed (TSG) products and finally, organic agro-food products. Some of the abovementioned products are given in Table 4.

All collected material will be used as part of the e-library module of the ViBIEC platform.

*Table 4. Recorded PDO, PGI, TSG and organic agro-food products*

| Type of agro-food product                                       | Type of label | Cultivation areas, Country  |
|---|---------------|---|
| Cheese - Nanoški sir  | PDO           | Nanos, Slovenia   |
| Cheese - Tolminc  | PDO           | Posočje area, Slovenia  |
| Cheese - Bovški sir   | PDO           | Soča Valley, Slovenia   |
| Cheese - Mohant   | PDO           | Bohinj area, Slovenia   |
| Oil - Ekstra deviško oljčno olje Slovenske Istre                | PDO           | Slovenian Istra, Slovenia   |
| Honey - Kočevski gozdni med – Kočevski Forest honey             | PDO           | Wider area of Kočevsko between rivers Krka and Kolpa, Slovenia    |
| Honey - Kraški med – Karst honey                                | PDO           | Slovenian Karst area, Slovenia                                    |
| Salt - Piranska sol   | PDO           | Sečovelje Salina Nature Park in Piran bay, Slovenia               |
| Meat - Istrski pršut  | PDO           | Istra, Slovenia   |
| Meat - Kraški pršut   | PGI           | Slovenian Karst, Slovenia   |
| Dried homemade meat - zgornjesavski želodec                     | PGI           | Upper Savinja Valley, Slovenia                                    |
| Pumpkin Oil - Štajersko prekmursko bučno olje                   | PGI           | Štajerska and Prekmurska region - North-East of Sloveni, Slovenia |
| Dried meat - Kraška panceta                                     | PGI           | The narrower area of the Karst, Slovenia                          |
| Vegetable - Ptujski lük   | PGI           | Ptujsko polje, Slovenia   |
| Meat - Kranjska klobasa   | PGI           | Slovenia  |
| Honey - Slovenski med   | PGI           | Slovenia  |
| Dried Meat - Prekmurska šunka                                   | PGI           | Prekmurje region, Slovenia  |
| Hops - Štajerski hmelj  | PGI           | Štajerska region, Slovenia  |
| Dried Meat - Šebreljski želodec                                 | PGI           | Idrijska and Cerkljanska region, Slovenia                         |
| Meat - Prleška tunka  | PGI           | Prlekija region, Slovenia   |
| Dessert - Prekmurska gibanica                                   | TSG           | Prekmurje region, Slovenia  |
| A sort of pasta - Idrijski žlikrofi                             | TSG           | Idrija and its surrounding, Slovenia                              |
| Bread - Belokranjska pogača                                     | TSG           | Bela krajina, Slovenia  |
| Fruit, vegetables and cereals: Fagioli Bianchi di Rotonda       | PDO           | Province of Potenza, Italy  |
| Fruit, vegetables and cereals: Fagioli di Sarconi (white beans) | PGI           | Province of Potenza, Italy  |
| Fruit, vegetables and cereals: Lenticchia di Altamura           | PGI           | Province of Potenza and Matera, Italy                             |
| Meat products: Lucanica di Picerno                              | PGI           | Province of Potenza, Italy  |



|   |         |                                       |
|---|---------|---------------------------------------|
| Cheese: Caciocavallo Silano   | PDO     | Province of Potenza and Matera, Italy |
| Cheese: Canestrato di Moliterno   | PGI     | Province of Potenza and Matera, Italy |
| Cheese: Pecorino di Filiano   | PDO     | Province of Potenza, Italy            |
| Fruit, vegetables and cereals: Melanzana Rossa di Rotonda (Rotonda Red Aubergine)                     | PDO     | Province of Potenza, Italy            |
| Bread and pastry products: Pane di Matera   | PGI     | Matera, Italy                         |
| Fruit, vegetables and cereals: Peperone di Senise (Pepper of Senise)                                  | PGI     | Province of Potenza and Matera, Italy |
| Oil: Vulture  | PDO     | Province of Potenza, Italy            |
| Food: Mozzarella  | TSG     | Italy                                 |
| Food: PIZZA NAPOLETANA  | TSG     | Italy                                 |
| Wine: Aglianico del Vulture/ Superiore/ Grottino di Roccanova/ Terre dell'alta val d'agri             | PDO     | Province of Potenza, Italy            |
| Wine: Basilicata IGP  | PGI     | Province of Potenza and Matera, Italy |
| Wine: Matera DOP  | PDO     | Province of Matera, Italy             |
| Fresh vegetables, Fruits, Grapes, Rice, Olives, Cheese, Drinking milk, Yoghurts                       | organic | Greece                                |
| Cheese: Feta, Kefalo-tyri, Kefalograviera, Kasseri  | PDO     | Greece                                |
| Beef ham / Pork ham/ Bacon from Uzice   | PDO     | Serbia                                |
| Homemade sausage/ Salami from Srem  | PDO     | Serbia                                |
| Sausage from Pozarevac  | PDO     | Serbia                                |
| Tea from Rtanj  | PDO     | Serbia                                |
| Hard cheese from Krivi vir (Krivoviski kackavalj)   | PDO     | Serbia                                |
| Sheep, Goat, Cow cheese from Homolje  | PDO     | Serbia                                |
| Champion Beer from Vrsac  | PGI     | Serbia                                |
| Caviar of Kladovo   | PDO     | Serbia                                |
| Beer jelen from Apatin  | PGI     | Serbia                                |
| Barbuce meat from Leskovac  | PDO     | Serbia                                |
| Tobacco greaves from Valjevo  | PDO     | Serbia                                |
| Lime Honey from Fruska Gora   | PDO     | Serbia                                |
| Honey from Kacer  | PDO     | Serbia                                |
| Lamb meat from Sjenica,   | PDO     | Serbia                                |
| Cow hard cheese (kačkavalj) from Pirot, Cow Cheese from Sjenica, Hard cheese (kačkavalj) from Svrljig | PDO     | Serbia                                |
| Honey from Đerdap   | PGI     | Serbia                                |
| Carrot from Begeč   | PGI     | Serbia                                |
| Raspberry from Arilje   | PDO     | Serbia                                |
| Sausage from B. Petrovac  | PDO     | Serbia                                |
| Honey from Homolje  | PDO     | Serbia                                |
| Belmuz from Svrljig   | PDO     | Serbia                                |
| Hard cheese (kačkavalj) from Stara planina, Cow Cheese from Svrljig                                   | PDO     | Serbia                                |
| Ajvar from Leskovac   | PDO     | Serbia                                |
| Cheese from Sombor, Cheese from Zlatar, Sheep Cheese from Sjenica                                     | PDO     | Serbia                                |
| Carp from Ecka  | PDO     | Serbia                                |
| Salamy from Lemeš, Ham from Vršac   | PDO     | Serbia                                |
| Garlic from Vrbica  | PDO     | Serbia                                |
| Oblačinka from Oblačina   | PGI     | Serbia                                |
| Honey from Vlasina  | PGI     | Serbia                                |

|  |     |   |
|--|-----|---|
| Dry lamb from Sjenica                          | PDO | Serbia  |
| Potato from Ivanjica                           | PGI | Serbia  |
| Sprza from Leskovac                            | PDO | Serbia  |
| Tropoja Chestnuts                              | PGI | Tropoja   |
| Uje Glina                                      | PDO | Glina   |
| Borsh Y.Hajdini                                | PGI | Borsh   |
| Jufka Dibrane                                  | PDO | Diber   |
| Saranda  | PGI | Saranda   |
| Mjalti i Geshtenjes se Tropojes                | TSG | Tropoja   |
| Uji Korabi                                     | PGI | Korab   |
| Boronica e Bjeshkeve te tropojes (blueberries) | PDO | Tropoja   |
| Boronica e bjeshkeve te Kukesit (blueberries)  | PDO | Kukes   |
| Aleatico di Puglia (wine)                      | PDO | Foggia, Bari, Lecce, Taranto and Brindisi (Italy)   |
| Alezio   | PDO | Gallipoli and Tuglie (Italy)  |
| Arancia del Gargano IGP                        | PGI | Vico del Gargano, Ischitella and Rodi Garganico (Italy)   |
| Brindisi (wine)                                | PDO | Brindisi and Mesagne (Italy)  |
| Barletta (wine)                                | PDO | Barletta, San Ferdinando di Puglia and Trinitapoli (Italy)  |
| Burrata di Andria                              | PGI | Intero territorio della Regione Puglia (Italy)  |
| Cacc'eMmitte di Lucera                         | PDO | Lucera, Troia and Biccari (Italy)   |
| Caciocavallo silano                            | PDO | Bari, Taranto and Brindisi (Italy)  |
| Canestrato Pugliese                            | PDO | Intero territorio della provincia di Foggia e in diversi comuni della provincia di Bari (Italy)   |
| Carciofo Brindisino                            | PGI | Alcuni comuni della provincia di Brindisi (Italy)   |
| Castel del Monte Bombino Nero (wine)           | PDO | Andria, Corato, Trani, Ruvo, Terlizzi, Bitonto, Palo del Colle e Toritto e completamente l'isola amministrativa D'Ameli del comune di Binetto (Italy) |
| Castel del Monte (wine)                        | PDO | Barletta-Andria-Trani and Bari (Italy)  |
| Castel del Monte Nero di Troia Riserva (wine)  | PDO | Andria, Corato, Trani, Ruvo, Terlizzi, Bitonto, Palo del Colle e Toritto e completamente l'isola amministrativa D'Ameli del comune di Binetto (Italy) |
| Cipolla Bianca di Margherita                   | PGI | Margherita di Savoia, in provincia di Barletta-Andria-Trani, e dei comuni Zapponeta e Manfredonia, in provincia di Foggia (Italy)                     |
| Clementine del Golfo di Taranto                | PGI | Palagiano, Massafra, Ginosa, Castellaneta, Palagianello, Taranto e Statte, in provincia di Taranto (Italy)  |
| Collina di Brindisi (extra virgin olive oil)   | PDO | Carovigno, Ceglie Messapica, Cisternino, Fasano, Ostuni, S. Michele Salentino, San Vito dei Normanni, Villa Castelli in provincia di Brindisi (Italy) |

|                                   |     |  |
|-----------------------------------|-----|--|
| Colline Joniche Tarantine (wine)  | PDO | Laterza, Mottola, Crispiano e Martina Franca e parte dei territori dei comuni di Castellaneta, Ginosola, Palagianello, Massafra, Statte e Grottaglie in provincia di Taranto (Italy) |
| Copertino (wine)                  | PDO | Copertino, Carmiano, Arnesano e Monteroni e parte dei comuni di Galatina e Lequile in provincia di Lecce (Italy)   |
| Daunia IGP (wine)                 | PGI | Numerosi comuni in provincia di Foggia e Barletta-Andria-Trani (Italy)   |
| Dauno (extra virgin olive oil)    | PDO | Numerosi comuni della provincia di Foggia (Italy)  |
| Galatina (wine)                   | PDO | Numerosi comuni in provincia di Lecce (Italy)  |
| Gioia del Colle (wine)            | PDO | Numerosi comuni in provincia di Bari   |
| Gravina (wine)                    | PDO | L'intero territorio amministrativo dei comuni di Gravina, in Poggiorsini e parte dei territori di Altamura e Spinazzola in provincia di Bari (Italy)                                 |
| La Bella della Daunia             | PDO | Cerignola, Stornara, Stornarella e Orta Nova in provincia di Foggia (Italy)  |
| Lenticchia di Altamura IGP        | PGI | Altamura, Ruvo di Puglia, Corato, Minervino Murge, Andria, Spinazzola, Poggiorsini; Gravina in Puglia, Cassano delle Murge, Santeramo in Colle nella regione Puglia (Italy)          |
| Leverano (wine)                   | PDO | Comune di Leverano, la frazione tra i comuni di Arnesano e Copertino, in provincia di Lecce (Italy)  |
| Limone Femminello del Gargano IGP | PGI | Vico del Gargano, Ischitella e Rodi Garganico, in provincia di Foggia (Italy)  |
| Lizzano (wine)                    | PDO | Alcune aree appartenenti al comune di Taranto e i comuni di Lizzano e Faggiano in provincia di Taranto (Italy)   |
| Locorotondo (wine)                | PDO | Locorotondo (Italy)  |
| Martina DOP Bianco (wine)         | PDO | Martina Franca e Crispiano, in provincia di Taranto, Alberobello in provincia di Bari e parte del territorio di Ceglie Messapica e Ostuni in provincia di Brindisi (Italy)           |
| Matino DOP Rosso (wine)           |     | Matino e in parte i territori di Parabita, Alezio, Taviano, Casarano, Melissano, Tuglie e Gallipoli in provincia di Lecce (Italy)  |
| Moscato di Trani DOP (wine)       | PDO | Territorio di Trinitapoli, in provincia di Foggia e numerosi comuni delle province di Bari e BAT (Italy)   |
| Mozzarella STG                    | TSG | Riginariamente riferibile al Meridione d'Italia, storicamente vocato alla produzione di formaggi a pasta filata.   |

|   |     |   |
|---|-----|---|
|   |     | Successivamente, la mozzarella è entrata a far parte della tradizione casearia di tutto il territorio nazionale (Italy)   |
| Murgia IGP (wine)                               | PGI | L'intero territorio della provincia di Bari e il territorio dei comuni di Barletta, Andria, Trani, Bisceglie, Canosa di Puglia, Minervino Murge in provincia di Barletta-Andria-Trani (Italy)   |
| Nardò DOP (wine)                                | PDO | Nardò e Porto Cesareo in provincia di Lecce (Italy)   |
| Negroamaro di Terra d'Otranto DOP (wine)        | PDO | L'intero territorio delle province di Lecce, Brindisi e Taranto (Italy)   |
| Orta Nova DOP (wine)                            | PDO | Orta Nova e Ordona e parte del territorio dei comuni di Ascoli Satriano, Carapelle, Foggia e Manfredonia in provincia di Foggia (Italy)   |
| Ostuni DOP (wine)                               | PDO | Ostuni, Carovigno, San Vito dei Normanni, San Michele Salentino e parte del territorio dei comuni di Brindisi, Latiano e Ceglie Messapica in provincia di Brindisi (Italy)  |
| Pane di Altamura DOP                            | PDO | Territori compresi nel Parco Nazionale dell'Alta Murgia, nei comuni di Altamura, Gravina di Puglia, Poggiorsini in provincia di Bari e Spinazzola, Minervino Murge in provincia di Barletta-Andria-Trani (Italy)  |
| Patata Novella di Galatina                      | PDO | Acquarica del Capo, Alliste, Casarano, Castrignano del Capo, Galatina, Galatone, Gallipoli, Martino, Melissano, Morciano Di Leuca, Nardò, Parabita, Patù, Presicce, Racale, Salve, Sannicola, Taviano, Ugento, in provincia di Lecce (Italy)  |
| Primitivo di Manduria Dolce Naturale DOP (wine) | PDO | Manduria, Carosino, Monteparano, Leporano, Pulsano, Faggiano, Roccaforzata, San Giorgio Jonico, San Marzano di San Giuseppe, Fragagnano, Lizzano, Sava, Torricella, Maruggio, Avetrana e quello della frazione di Talsano e delle isole amministrative del comune di Taranto, intercluse nei territori dei comuni di Fragagnano e Lizzano, in provincia di Taranto e dei comuni di Erchie, Oria e Torre S. Susanna in provincia di Brindisi (Italy) |
| Primitivo di Manduria DOP (wine)                | PDO | Manduria, Carosino, Monteparano, Leporano, Pulsano, Faggiano, Roccaforzata, San Giorgio Jonico, San Marzano di San Giuseppe, Fragagnano, Lizzano, Sava, Torricella, Maruggio,   |

|  |     |  |
|--|-----|--|
|  |     | Avetrana, e quello della frazione di Talsano e delle isole amministrative del comune di Taranto, intercluse nei territori dei comuni di Fragagnano e Lizzano, in provincia di Taranto e dei comuni di Erchie, Oria e Torre S. Susanna in provincia di Brindisi (Italy) |
| Puglia IGP (wine)                            | PGI | L'intero territorio delle province di Bari, Barletta- Andria-Trani, Brindisi, Foggia, Lecce e Taranto (Italy)  |
| Rosso di Cerignola DOP (wine)                | PDO | Parte del territorio del comune di Cerignola comprese le isole amministrative del comune di Ascoli Satriano intercluse nel comune di Cerignola e l'intero territorio dei comuni di Stornara e Stornarella in provincia di Foggia (Italy)                               |
| Salento IGP (wine)                           | PGI | Province di Brindisi, Lecce e Taranto (Italy)  |
| Salice Salentino DOP (wine)                  | PDO | Il territorio dei comuni di Salice Salentino, Veglie, Guagnano e parte del comune di Campi Salentina in provincia di Lecce e il territorio dei comuni di San Pancrazio Salentino, Sandonaci e parte del comune di Cellino San Marco in provincia di Brindisi (Italy)   |
| San Severo DOP (wine)                        | PDO | Comprende il territorio di numerosi comuni in provincia di Foggia (Italy)  |
| Squinzano DOP (wine)                         | PDO | Squinzano, San Pietro Vernotico, Torchiarello e Novoli e parte del territorio dei comuni di Lecce, Campi Salentina, Cellino San Marco, Trepuzzi, Surbo in provincia di Lecce (Italy)   |
| Tarantino IGP (wine)                         | PGI | Provincia di Taranto (Italy)   |
| Tavoliere delle Puglie DOP (wine)            | PDO | Numerosi comuni appartenenti alle province di Foggia e Barletta-Andria-Trani (Italy)   |
| Terra di Bari DOP (extra virgin olive oil)   | PDO | Province di Bari e Barletta-Andria-Trani (Italy)   |
| Terra d'Otranto DOP (wine)                   | PDO | Province di Lecce, Brindisi e Taranto (Italy)  |
| Terra d'Otranto DOP (extra virgin olive oil) | PDO | Provincia di Lecce ed il territorio di diversi comuni delle province di Taranto e Brindisi (Italy)   |
| Terre Tarentine DOP (extra virgin olive oil) | PDO | Numerosi comuni situati sul versante occidentale della provincia di Taranto (Italy)  |
| Uva di Puglia IGP                            | PGI | Province della regione Puglia (Italy)  |
| Valle d'Itria IGP (wine)                     | PGI | Alberobello e Locorotondo in provincia di Bari; Ceglie Messapico, Cisternino,  |

|  |  |  |
|--|--|--|
|  |  | Fasano e Ostuni in provincia di Brindisi;<br>Crispiano e Martina Franca in provincia di<br>Taranto (Italy) |
|--|--|--|

#### 4.6 Trade Fairs, Trade Shows and Exhibitions

Information about trade fairs, trade shows and exhibitions related to agro-food countries was also collected. More specifically, each partner recorded the type of the event, the organization body, the place and the dates that is organized and gave also a short description about the aim of the event. Additional information can be found for each event in the provided website. Examples of the recorded are shown in Table 5.

This information will be used as part of the e-networking module of the ViBIEC platform.

*Table 5. Examples of recorded agro-food trade fairs, trade shows and exhibitions*

| Trade fairs, trade shows and exhibitions   | Country  |
|--|----------|
| AGROTICA, Zootechnia, DETROP/Oenos & DETROP, Artozyma, Freskon, Gourmet Exhibition, Food Expo Greece/ OENOTELIA, EXPOTROF, AGROLAND, Bio-Festival, FOODTECH, ARTOZA, etc.  | Greece   |
| AGRA, Agritech, Gast Expo, Coffee Festival, Api Slovenia, Salon VinDel, ALTERMED, KULINART, Fair Vino, Festival of Chocolate, Goodies of Slovenian farms, Holiday of cherry, Open cellar day, Beer and flowers, Days of honey, Fishing holiday, etc.   | Slovenia |
| Healthy- Domestic Natural Fair, Ethno Food and Drink Fair, Fair My Garden, Agriculture Fari, Flower Fair, Vegetable Days- "Glogonj Autmn", Raspberry Day, Blackberry Day, Belgrade Food Show, Agriculture Fair in Blac, etc.   | Serbia   |
| Cantinando Wine and Art, Aglianica Wine Festival, Sagra del Canestrato di Moliterno IGP, "U strittul' ru zafaràn" (Il vicolo del peperone), Il bianco e la rossa DOP, Sagra del fagiolo di Sarconi, Sagra del Pecorino di Filiano, Sagra della Varola<br><br>Bread and Salicornia Festival, Sagra della Paposcia, VINUM (wines and sparkling wines of Puglia), Terre e Sole, Festival of fish and typical products, GNAM!, Festival Europeo dello street food, Lentil Sagra in Altamura, Market of Taste, ENOL SUD, Olive Oil Show | Italy    |

#### 4.7 Innovative Agro-Food Companies

In the last section of the questionnaire, the partners were asked to collect information about specific regulatory framework (laws, regulations) for establishing and financing innovative agro-food companies in their region/country, if there is any.

Thus, for each regulation/law, the type and code of it, the issuing authority and a short description were given. Further information for each one can be found in a downloadable file or a web-link provided.

The above information will be used as part of the e-library module of the ViBIEC platform.



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## Annexes

Annex I: Entrepreneurship support e-platforms and websites

Annex II: Questionnaire for user needs analysis

Annex III: Questionnaire for primary and secondary data

Annex IV: User needs survey

Annex V: Primary and secondary data (INSULEUR)

Annex VI: Primary and secondary data (PP)

Annex VII: Primary and secondary data (E-ZAVOD)

Annex VIII: Primary and secondary data (CCIS)

Annex IX: Primary and secondary data (UNIBAS)

Annex X: Primary and secondary data (UCCIAL)

Annex XI: Primary and secondary data (CIA)

## ANNEX I: Entrepreneurship support e-platforms and websites

### StartLife



Website: <https://start-life.nl/>

**Mission:** Their mission is to foster entrepreneurship in Food and Agri startups and support entrepreneurs and their teams as they build their innovative business ideas into global enterprises with a lasting impact.

#### Services:

- **StartLife Incubation Program:** A three-stage process that helps you design a solid business plan, understand your customers, and become investor ready. In specific, StartLife offers:
  - A 'virtual place' in their community with over 250 startups
  - A personal business coach during the whole programme and afterwards
  - Tools to support the business plan development
  - Easy access to the facilities and experts on Wageningen Campus

- A broad network in the food and agriculture sectors
- Contacts with investors
- Soft-loans with a total maximum of € 85,000
- **Funding:** Startups that participate in the StartLife Incubation Program can apply for a pre-seed loan. Moreover, StartLife has a specific offering for students of Wageningen University looking for funding, as well as an extensive network of investors that can provide additional funding.

- **Mentoring**

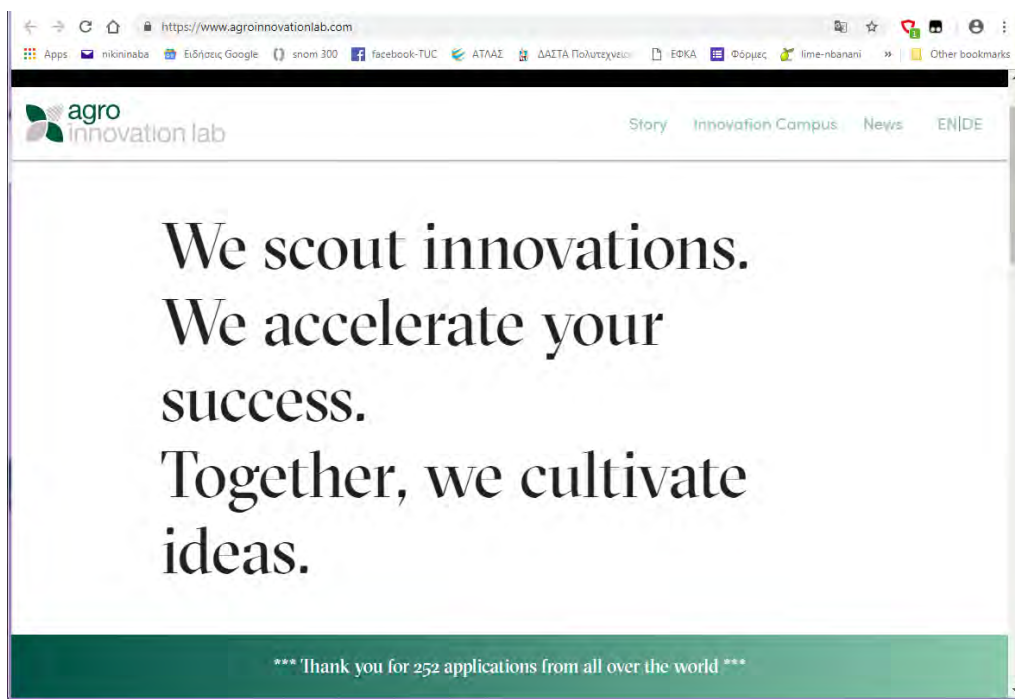
**Criteria for application:**

- Starter (<5 yr)
- Scalable business model
- Techno startup / innovative
- Active in Food, Agro or the Biobased Economy
- Based in the Netherlands

**Located:** On Wageningen Campus, in Netherlands

**Website Copyrights:** StartLife (nonprofit company)

## Agro innovation lab



**Web site:** <https://www.agroinnovationlab.com/>

**Mission:** *"The Agro Innovation Lab takes an active part in shaping the future of agriculture. Our mission is to foster and implement new technologies or strategies, which increase efficiency, which increase efficiency, conserve resources or significantly improve the lives of farmers and consumers."*

**Operation/ Services:**

- Organizing competitions for finding innovative ideas
- Apply Acceleration & Market entry program (5 weeks (conventional) training program)
- Mentoring
- Providing potential funding and/or cooperation with parent companies.

**Fields of interest:** technologies, products, business models and solutions that can be used in agriculture or related areas

**Founded:** in 2016

**Potential Applicants:** Limited liability companies (or equivalent) from all around the world, which can travel to Austria and Germany

**Headquarters:** Vienna (Austria) & Munich (Germany)

**Website Copyrights:** Agro InnovationLab GmbH

## MarketMaker

**MARKET MAKER™**  
Linking Agricultural and Seafood Markets

← → ↻ 🏠 🔒 https://national.foodmarketmaker.com

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**MARKET MAKER™**  
Linking Agricultural and Seafood Markets

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**Why MarketMaker**  
MarketMaker is a national network that connects farmers and fishermen with food retailers, processors, caterers, chefs, consumers, and more.

Learn More

**Register Now**

Email Address

Password

Confirm your password

Next

Already have an account? Log In

**Search MarketMaker**

Search for food-industry-related businesses by location, type of business, type of food produced (organic, non-GMO), certifications, and more.

State

Search (pears, kosher, certified, CSA)

Search

Advanced Search

**MarketMaker is Seeking Partners**

The strength of MarketMaker comes from its valuable partnerships with state, regional, and local agencies. Contact us if you have interest in building a MarketMaker presence in your area.

Learn More Contact Us



**Web site:** <https://national.foodmarketmaker.com/>

**Role:** MarketMaker is an interactive mapping system that locates businesses and markets of agricultural products in 20 states of the USA, providing an important link between producers and consumers.

**Aim:** MarketMaker is a national network that connects farmers and fishermen with food retailers, grocery stores, processors, caterers, chefs, and consumers. It is an ever-growing partnership of Land Grant Universities, Departments of Agriculture, and food and agricultural organizations investing in a coordinated effort to build a virtual infrastructure that brings healthier, fresher, and more flavorful food to the average consumer.

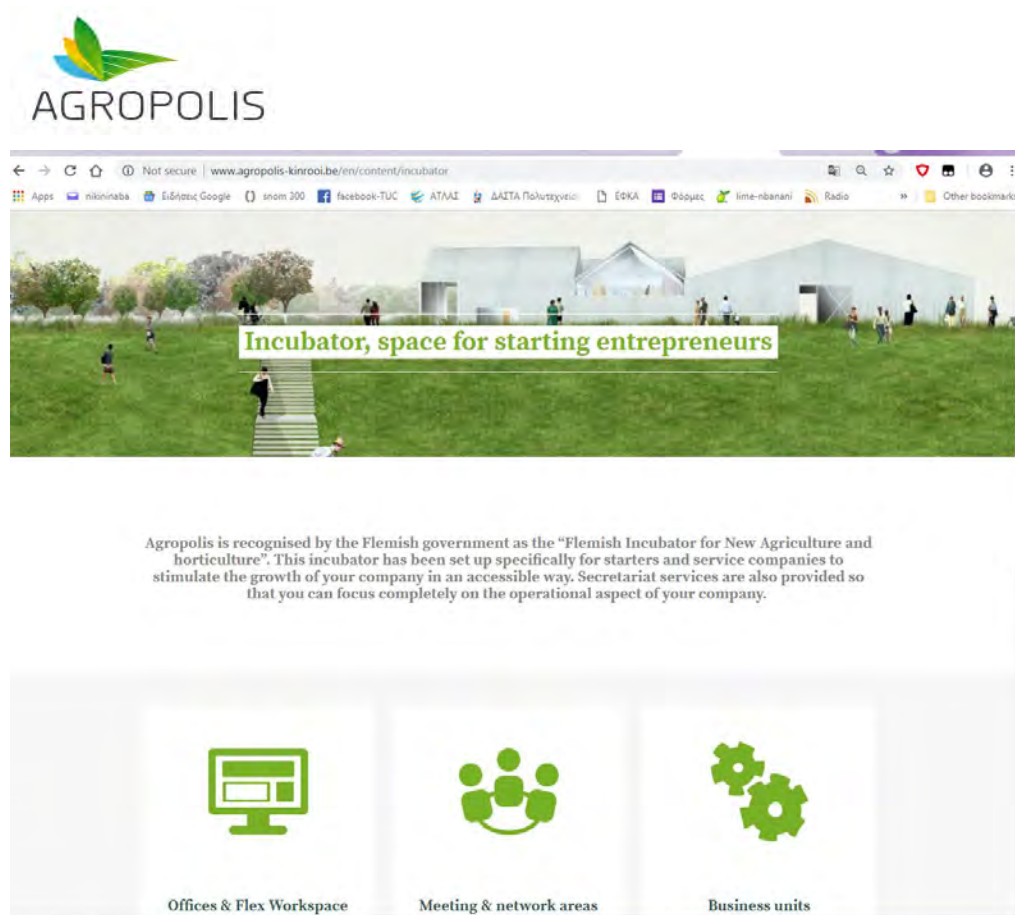
**How it works:** MarketMaker provides simple yet powerful search tools to connect with others across the production and distribution chain. It is the largest and most in-depth database of its kind featuring a diverse community of food-related businesses.

**Created:** In 2004

**Located:** in USA (20 states involved till Oct. 2018)

**Website copyrights:** Global Food and Ag Network, LLC

## Agropolis



**Website:** <http://www.agropolis-kinrooi.be/en/content/incubator>

**About:** Agropolis welcomes companies that have a unique, innovative concept in-house, and/or can offer added value to the other companies present in the domain or in the region.

**Agropolis offers:**

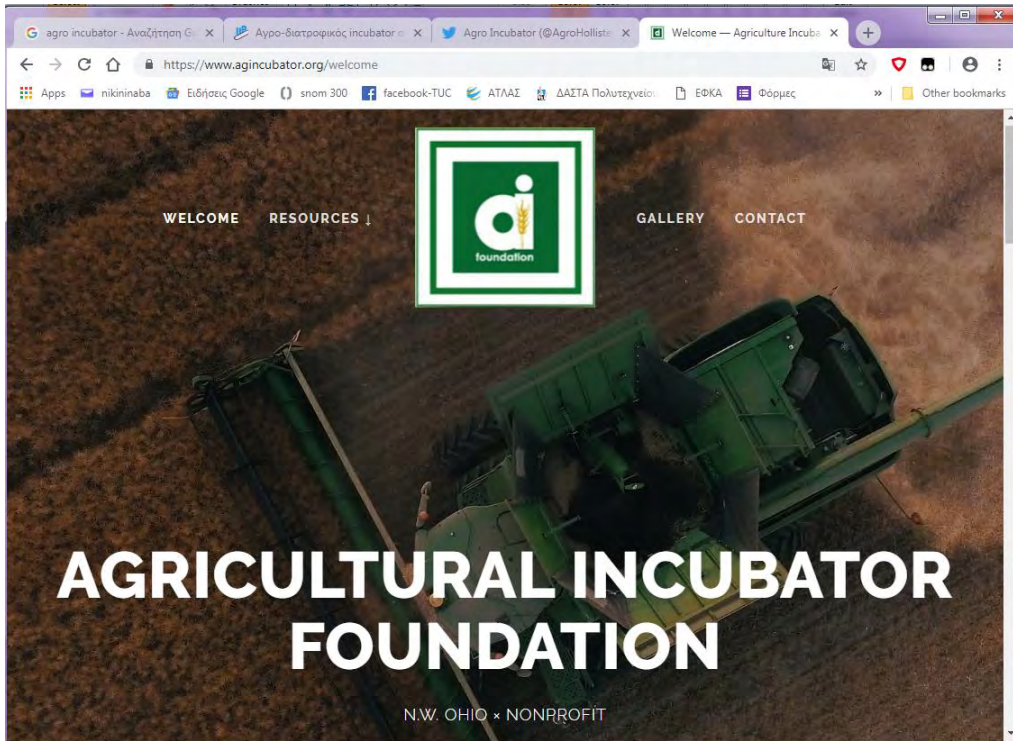
- Plots in: Agro-Companies zone, Glasshouse horticulture zone and/or Trial field **zone**
- Offices & Flex Workspace Workspace
- Business units
- Meeting & network areas
- Support
- Guidance

Additionally, Agropolis organizes a competition named “AGROCHALLENGE” seeking innovative ideas in the sector and support them to start a business.

**Operation started:** in 2018

**Located:** Kinrooi, Belgium

**Agricultural Incubator Foundation (AIF)**



**Web site:** <https://www.agincubator.org/welcome>

**Mission:** *The mission of the Agricultural Incubator Foundation (AIF) is to develop a partnership of northwest Ohio agribusiness representatives, researchers and educators committed to establishing*

*programs that will stimulate interest in and respect for agriculture as a mainstay in the area economy.*

**Founded:** in 1999

**Operation/ Services:**

- Providing affordable services and rental spaces for agricultural-related purposes. Incubator resources: 140 acres of land and multiple greenhouses
- Supporting young agricultural entrepreneurs from the region to experiment with and demonstrate creative sustainable agriculture ideas.
- Support farmers to transition either to organic or other more diversified crop management systems.
- Connecting agribusiness with research, having Ohio State University support.
- Training
- Meeting areas and business development services

**Fields of interest:** Technologies, products, business models and solutions that can be used in agriculture or related areas

**Located:** in Ohio (USA)

**Website copyrights:** Agriculture Incubator Foundation

## Agronov



**Website:** <https://agronov.com/?lang=en>

**About: AgrOnov** is designed to be a venue for exchanging that makes it a privileged destination for entrepreneurs, researchers and investors in the field of agriculture. AgrOnov offers its users an incubator with offices, meeting room and common areas, as well as greenhouses, laboratories and experimental fields.

**Vision:** How can we produce more to feed the world's population with limited natural resources while respecting the ecosystems? This is the challenge to which AgrOnov must provide answers by developing exchanges among actors, by nurturing innovative new enterprises, and by transferring innovation in the field.

The AgrOnov incubator includes:

- 2700 m<sup>2</sup> to accommodate innovative businesses (30.000sqft)
- 1000 m<sup>2</sup> of greenhouses available (10.750 sqft)
- 13 ha of land suitable for development (32 acres)
- Meeting and training rooms equipped
- State-of-the-art scientific equipment

**Services:**

- Incubator access
- Venue for exchange, events and innovation
- Recruitment assistant
- Access to the agricultural science and economics community
- Network of business development experts
- Business partnerships
- Investment funds
- Institutional links

**Located:** Bretenière, France





## SME Toolkit



Website: <http://us.smetoolkit.org/en>

Provided by the International Finance Corporation

Content:

- **E-learning:** Interactive videos provided by International Finance Corporation for many accounting and finance topics. Some examples are listing below:
  - The Cashflow Statement
  - Introduction to Costs
  - Controlling Costs
  - Overview of Financial Analysis
  - How to Create a Business Plan
  - How to Finance your Business
  - How to Apply for a Loan
  - Introduction to International Trade
  - Letters of Credit
  - Incoterms
- **Checklists for starting a new business**

- **E-library:** Case studies, motivation videos, business plan samples, tools, tips, articles and other material in the following topics: starting a business, market research and planning, strategy, operations, finance, human resources, etc.

**Website copyrights:** International Finance Corporation (IFC)

## Bplans



**Website:** <https://articles.bplans.com/>

**About:** Provides many online free resources and tools for start-ups, such as business plan samples, relevant articles, guides, business calculators, self-assessment questionnaires, checklists, tools. For more advance information and tools, the site provides it has an advance tools which can be bought from the Bplans contains the largest single online collection of free sample business plans. In addition, it has helpful tools and guides to help you manage your business better. Bplans includes practical advice on planning, interactive tools and calculators, and publishes daily advice that will help you grow your business

**Includes:**

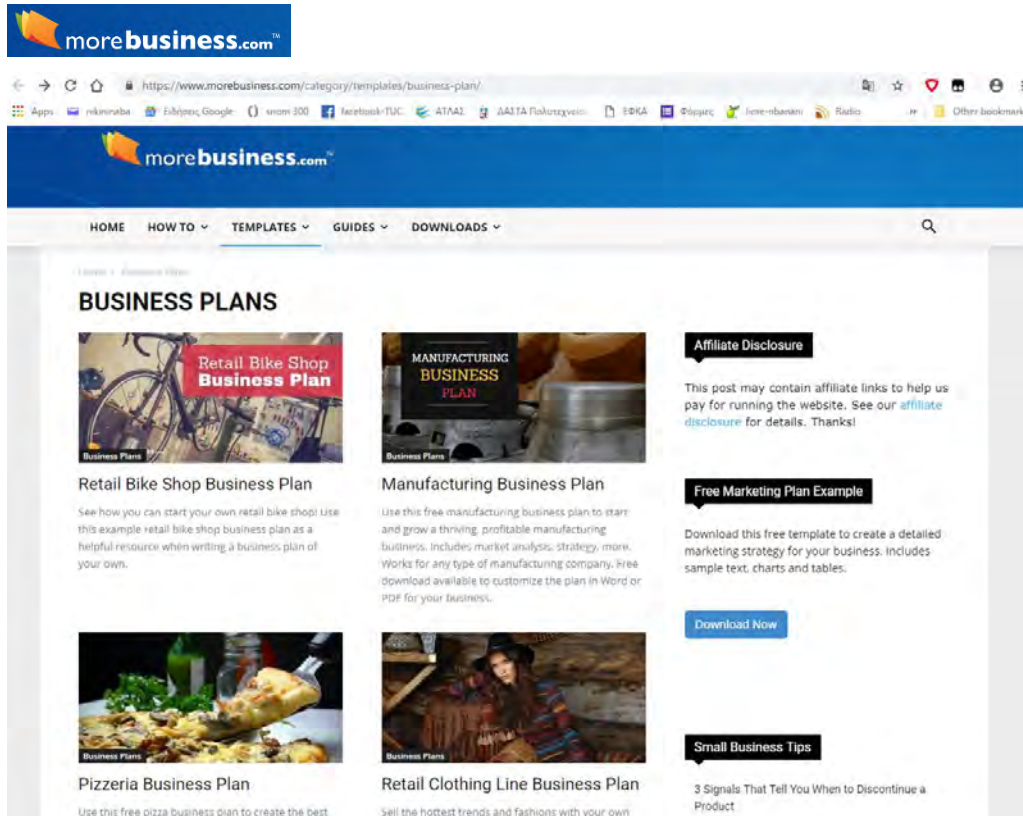
- E –Library
- Articles
- Templates
- Case studies
- Business Calculators
  - Cash Flow Calculator



- Starting Costs Calculator
- Discounted Cash Flow
- Break-Even Calculator

**Website copyrights:** Palo Alto Software, Inc.

## morebusiness



**Website:** <https://www.morebusiness.com/>

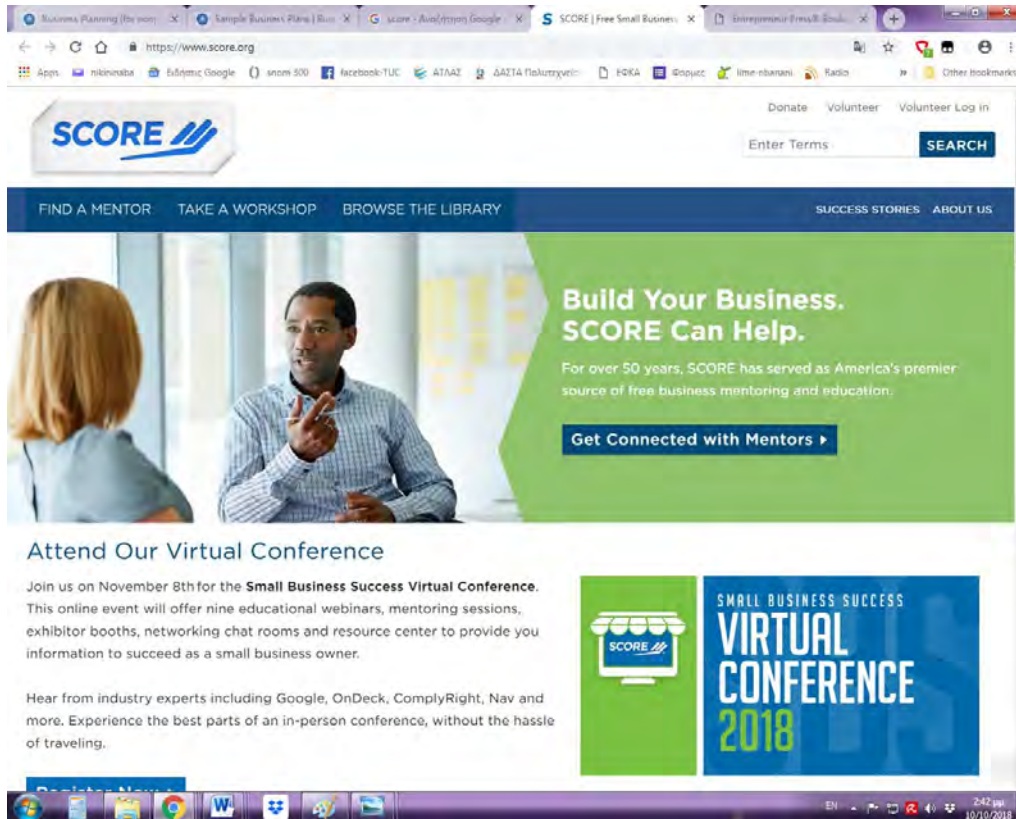
**About:** MoreBusiness.com helps potential entrepreneurs start and grow their business with tutorials, templates, webinars and licensable content.

**Services:** MoreBusiness.com provides articles, guidelines and templates for business planning, conducting a marketing plan and contracts and other agreement. Also, it provides some simple online financial calculators and free webinars.

**Website copyrights:** Khara Communications, Inc.

## Score





**Website:** <https://www.score.org/>

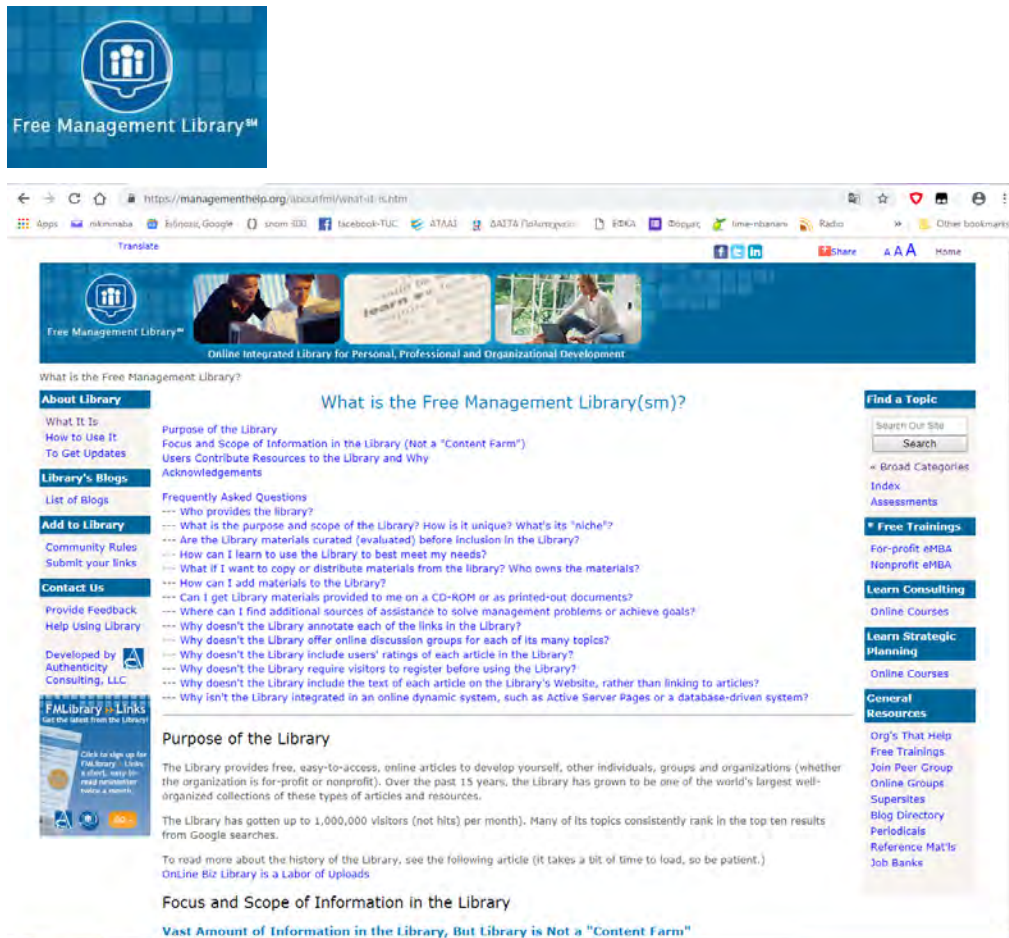
**About:** SCORE is a large network of volunteer, expert business mentors, with more than 10,000 volunteers in 300 chapters. As a resource partner of the U.S. Small Business Administration (SBA), SCORE has helped more than 11 million entrepreneurs through mentoring, workshops and educational resources since 1964.

**Services:**

- Mentorship
- Webinars
- E-library
  - Templates
  - Guides
  - Articles
  - Success stories with videos

**Website copyrights:** SCORE Association

## Free Management Library



**Website:** <https://managementhelp.org/businessplanning/>

**About:** The Free Management Library provides free, easy-to-access, online articles on many topics. Actually, there are approximately 650 topics in the Library, spanning almost 10,000 links. Each topic has additionally recommended books and related Library topics. The Library is an informational and educational site.

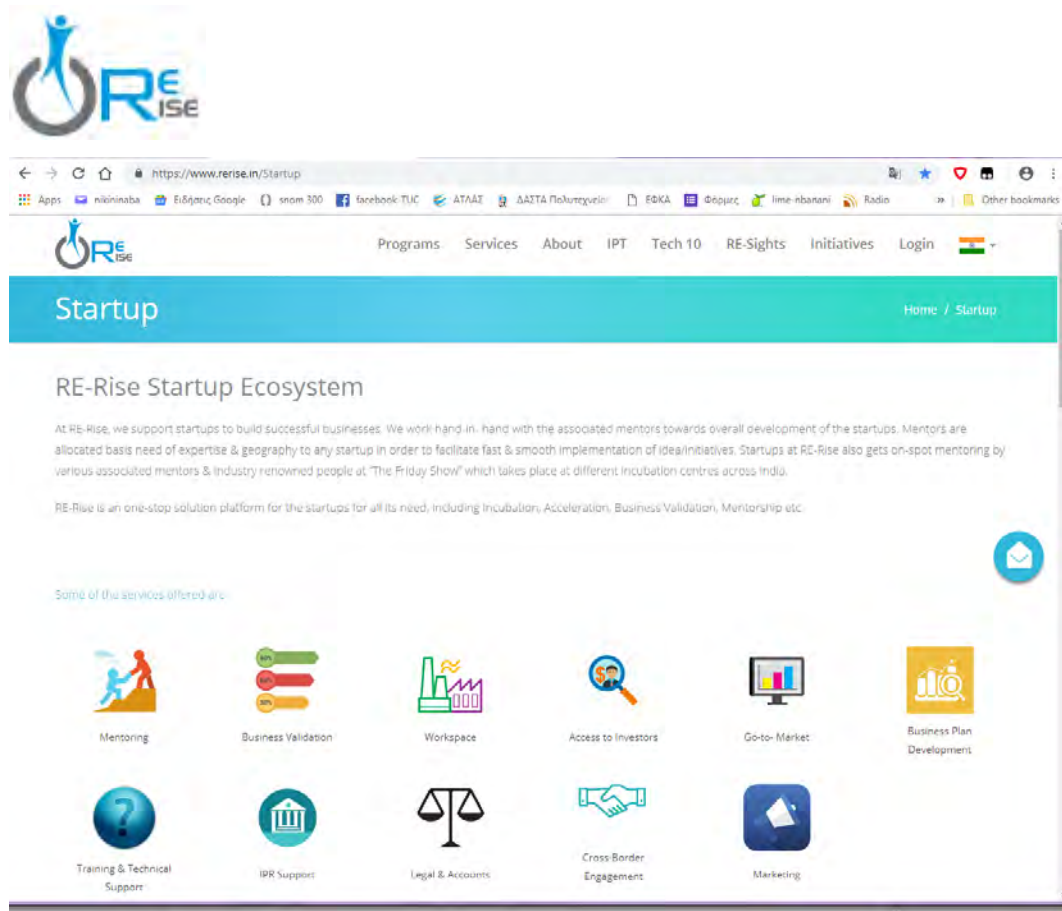
Some of the most popular categories of topics are the following:

- Advertising & Promotions
- Business Planning
- Career Development
- Coaching
- Cost Cutting (Sustainability)
- Crisis Management
- Customer Satisfaction
- Fundraising
- Hiring Employees
- Interviewing
- Performance Management
- Problem Solving/Decisions
- Product Development
- Project Management
- Quality Management
- Risk Management
- Social Networking/Media
- Start a Business
- Strategic Planning
- Taxation

- Legal Information
- Marketing
- Mentoring
- Team Building
- Time Management
- Motivating Self & Others

**Websites copyrights:** Authenticity Consulting, LLC

## RE-rise



**Website:** <https://www.rerise.in/incubation-program.php>

**About:** RE-Rise is an one-stop solution platform for the startups for all their need, including Incubation, Acceleration, Business Validation, Mentorship etc.

Eligible are companies with at-least one of its founders from UK or India.

Some startups are selected after a competition process and they are eligible for having some services for free. Other enterprises have to pay fees for particular services or RE-RISE gets a 10% promoter's equity from the incubated start-ups, with a buy- back option after 3 years.

There is no free material available online.

**Services offered by RE-Rise:**

- Business validation
- Mentoring



- Networking
- Access to investors
- Incubation
- Go-to Market
- IPR-Support
- Business plan developmente
- Scale-up-strategy

**Incubation services:**

- Mentorship
- Workspace
- Internet
- Printer & Scanner Access
- Electricity & Water
- Admin Expenses

**Website Copyrights:** RE-RISE INCUBATION AND ACCELERATION LIMITED

## F2F GENETICS NETWORK



### F2F GENETICS NETWORK

A screenshot of the F2F Genetics Network website. The header includes the Farmers Business Network logo, a navigation menu with links like Analytics, Buy Inputs, Crop Marketing, Financing, Pricing, About, Blog, and FAQ, and contact information: "CALL US: (844) 200-FARM" and "LOG IN DEMO". The main content area features a large green banner with the text "The F2F Genetics Network" and "Farmers will shape the future of seed." Below this, a list of bullet points highlights benefits: "No Zone Pricing; No Rebate Gimmicks", "Soy+1: Hold-back soybean seeds for next season planting allowed.", "0% financing available \*terms &amp; conditions apply.", and "Early Season Pricing \$99/Bag Corn, \$29/bag Glyphosate Tolerant Soybeans". A yellow "LEARN MORE" button is at the bottom left of the banner. Below the banner, a section titled "How It Works" explains that Farmers Business Network is an independent network of thousands of America's most advanced farmers. At the bottom, three icons represent different aspects: a stack of colorful seed packets, a computer monitor displaying a line graph, and a bar chart with an upward-pointing arrow.

**Website:** <https://www.farmersbusinessnetwork.com/>

**Mission:** *FBN mission is to create a future of farming that puts Farmers First by democratizing information, providing unbiased analytics, and creating competition for farmers' business.*

**About:** *FBN is an agronomic network -- a community of farmers across the USA who come together to share insights on aggregated and anonymized agronomic and economic information to make better decisions. You can connect with your trusted advisers, friends, and employees through FBN, sharing as much or as little about your operation as you'd like. The power of the FBN community grows as the size of the community grows. The more data is contributed from a region, the better FBN can provide insights about its fields.*

*FBN uses data to create "Price Transparency" on hundreds of crop protection products. Farmers submit data about pricing in their local areas. They compare these prices to their standard, nationwide delivered price - which is always the same for all FBN members, regardless of where they farm - to calculate estimated savings through FBN. All members can view our nationally-delivered price anytime right in their accounts.*

**Website Copyrights:** Farmer's Business Network, Inc.

## Center for Innovative Food Technology

The screenshot shows the CIFT website with a navigation bar including Services, Events & News, Success Stories, and About. The main heading is "Services". Below it, a large orange banner reads "From Small to Large, Serving the Food Industry for more than 20 years." A paragraph states: "Since 1995, CIFT has provided technical innovations and solutions to the food processing, agribusiness, and agricultural sectors. These services are designed to enhance the economic performance of the food processing and agricultural sectors and create new jobs within the industry." Below this are four service cards:

- FOOD MANUFACTURING:** CIFT's expert network of food scientists offers a full range of food safety services to food processors through microbiological consulting and testing, food safety auditing, and food safety and quality training. [Learn More](#)
- SMALL BUSINESS:** CIFT provides product development guidelines, resources and marketing direction to entrepreneurs involved in the production of value-added food products. [Learn More](#)
- AGRI-BUSINESS & FOOD SYSTEMS:** CIFT provides technical solutions to Ohio companies involved with Growers and Agricultural Producers. We help our clients with emerging technologies, industry best practices beans and novel business approaches. [Learn More](#)
- OHIO MEP:** The Ohio MEP offices serve as partners in delivering valuable services to manufacturers across Ohio. Plus, staff has resources available beyond northwest Ohio through other Ohio MEP partners. [Learn More](#)

**Website:** <http://ciftinnovation.org/>



**About:** CIFT is a developer and provider of technical innovations and solutions for the food processing, agribusiness and agricultural sectors of the economy in their region, their state, and beyond.

**Goal:** CIFT goal is to enhance the economic performance of the food processing and agricultural sectors and create new jobs within the industry. Through demonstrations of technologies, to the evaluation of novel business approaches, companies are able to improve their competitive position through CIFT's expertise.

**Key Components:**

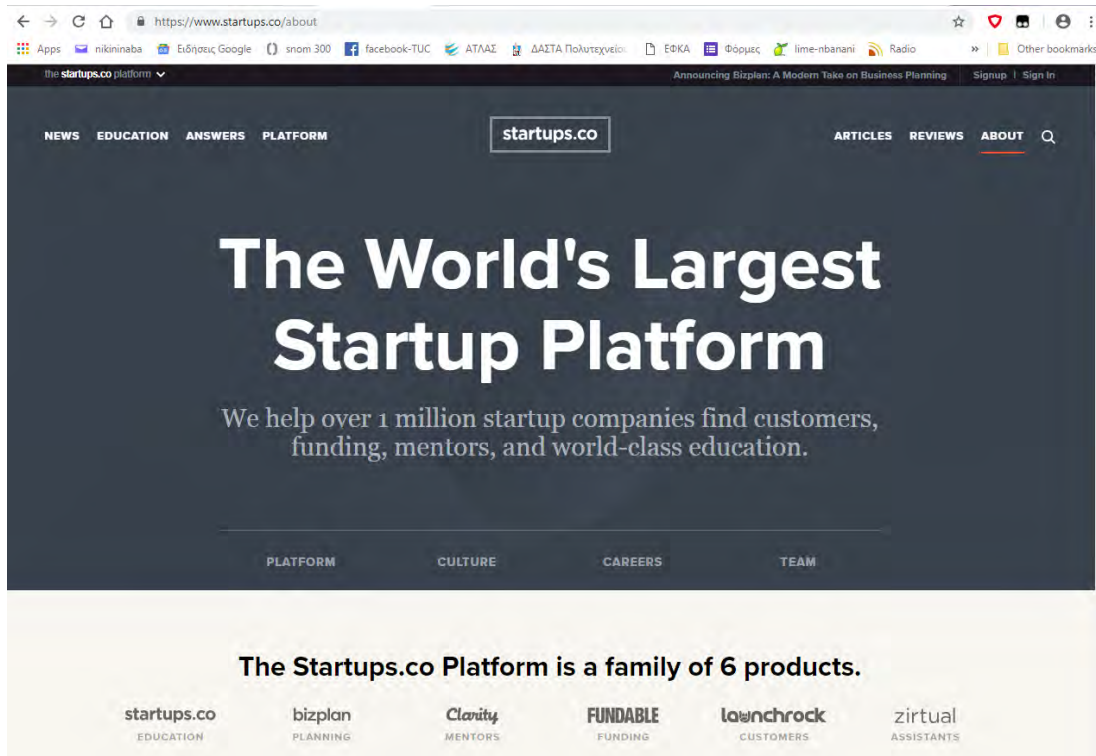
- **Technology Program:** CIFT member companies and organizations are paired to perform feasibility or demonstration projects that explore the applicability of emerging technologies for their operations.
- **Consulting Services:** New technology, information, best practices, advanced methods of processing, and innovative production applications are provided.
- **Small Business Program:** Entrepreneurs are provided technical, business and professional expertise necessary to take a concept and make it a reality

**Services:**

- Food Safety and Quality Systems Consulting
- Food Technology Consulting
- Plant Audits and Assessment
- Technical Information
- Emerging Technology Consortiums
- Market Research
- Advanced Technology
- Focus Groups
- Nutritional Analysis
- Sustainability Program
- Workforce Training
- Food, Beverage and Dairy Facilities Consulting Services

**Startups.co**





**Website:** <https://www.startups.co/>

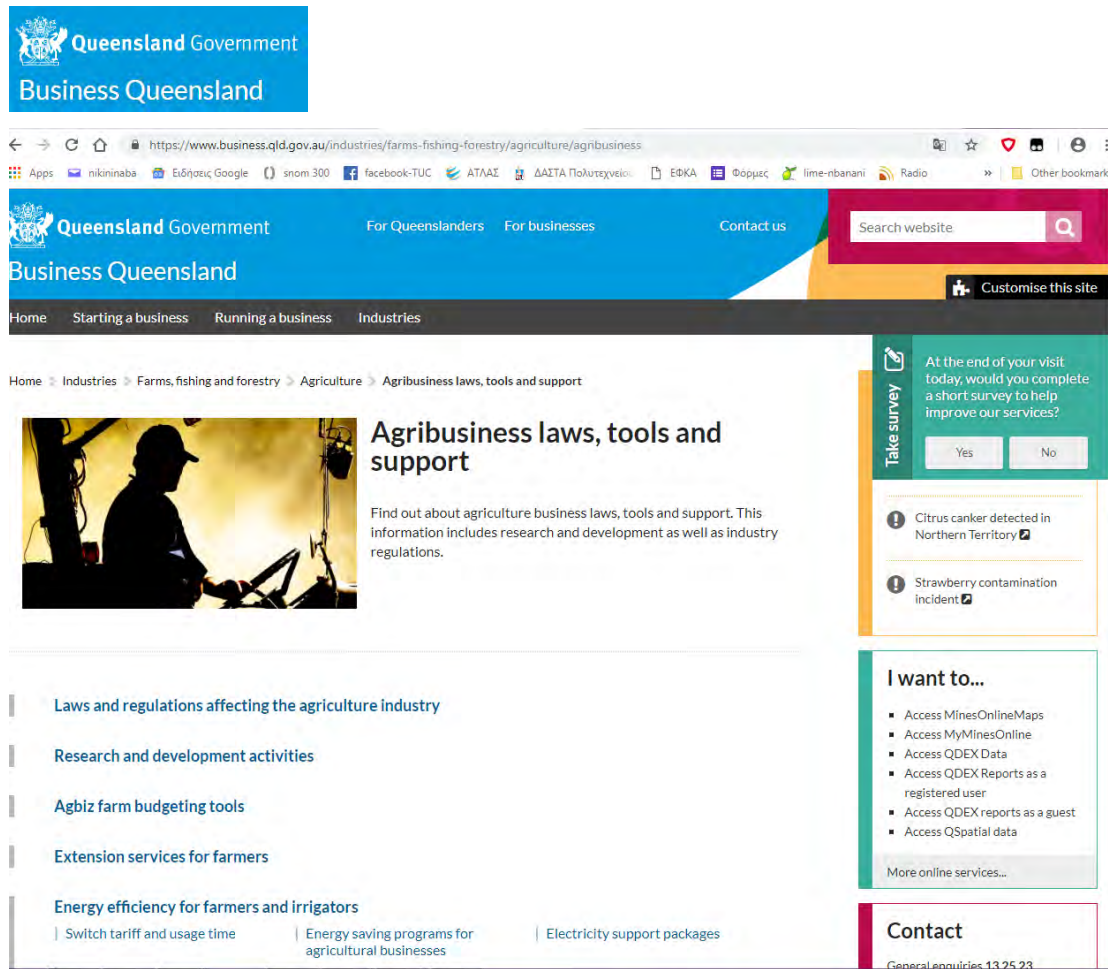
**About:** Startups.co is platform offering a collection of startup educational resources combined with the tools necessary to create a business plan, attract customers, and raise funding. They help startup companies find customers, funding, mentors, and world-class education.

**Services:** Startups.co offers the following:

- E-learning  
*It includes articles and over 600 videos featuring world-renowned experts from the greatest companies and startups*
- Mentoring  
*Directly access the world's top mentors on every startup subject*
- Chatting with startup founders and experts (Startups Live)  
*Lessons on Critical Startup Topics*
- Business Planning tools for Startups (Bizplan)
- Creating startups first Web presence (Launchrock)
- Funding through an online fundraising platform (Fundable)

**Website copyrights:** Startups.co

## Business Queensland



The screenshot shows the Business Queensland website. The header includes the Queensland Government logo and the text 'Business Queensland'. The main navigation bar has links for 'Home', 'Starting a business', 'Running a business', and 'Industries'. The breadcrumb trail reads: 'Home > Industries > Farms, fishing and forestry > Agriculture > Agribusiness laws, tools and support'. The main content area features a large image of a person in a field, with the title 'Agribusiness laws, tools and support' and a subheading 'Find out about agriculture business laws, tools and support. This information includes research and development as well as industry regulations.' Below this, there are several links: 'Laws and regulations affecting the agriculture industry', 'Research and development activities', 'Agbiz farm budgeting tools', 'Extension services for farmers', and 'Energy efficiency for farmers and irrigators'. On the right side, there is a 'Take survey' section with a 'Yes' button, a 'Citrus canker detected in Northern Territory' alert, a 'Strawberry contamination incident' alert, and a 'I want to...' section with links to 'Access MinesOnlineMaps', 'Access MyMinesOnline', 'Access QDEX Data', 'Access QDEX Reports as a registered user', 'Access QDEX reports as a guest', and 'Access QSpatial data'. At the bottom right, there is a 'Contact' section with the text 'General enquiries 13 25 23'.

**Website:** <https://www.business.qld.gov.au/>

**About:** A platform developed from Queensland Government for fostering entrepreneurship. There are many articles and tools available for the visitor.

The available material is organized under the following topics:

- Planning a business
  - Before you start
  - Business planning
  - Market and customer research
  - Evaluating your business idea
  - Turning your idea into a business
  - Business start-up guide
- Costs, finance and banking
  - Calculating your costs when starting a business
  - Funding your business
  - Business insurance

- Internet banking
- Business types and legal structures
  - Start-up options
  - Setting up your business
  - Business legal structures
  - Registering a business name
- Licensing, registrations and legal obligations
  - Legal obligations for business
  - Australian Business License and Information Service (ABLIS)
  - Getting the right licences and registrations
  - Codes of practice
  - Business rights and responsibilities
  - Register a business name
- Protect your business
  - Managing risk when starting up
  - Protect your idea
- Business premises and location
  - Finding the right business location
  - Leasing premises
  - Legal obligations for business

The material includes articles, quizzes, business tools, business plan templates, calculators, etc. Also, the site includes many topics related to agriculture and livestock in Queensland.

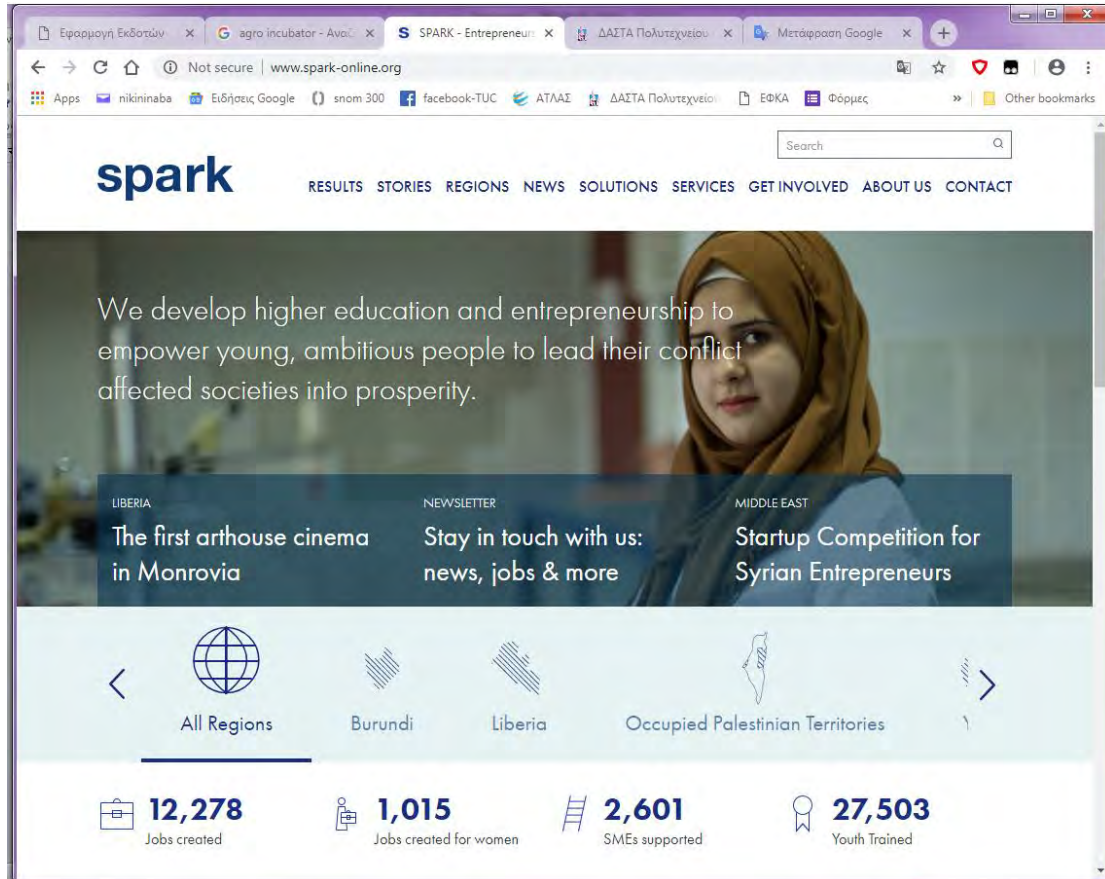
In specific, Agbiz financial tools have been developed by the Queensland Government to help farmers make good business and production decisions. Agbiz Excel spreadsheets can help farmers to calculate:

- basic gross margins
- partial and whole farm budgets
- farm cash-flow analyses.

**Website copyrights:** State of Queensland

Spark

# spark



**Website:** <http://www.spark-online.org/>

**Mission:** SPARK offers access to higher education and supports entrepreneurship development in fragile states so that young, ambitious people can lead their societies into stability and prosperity.

SPARK offers a variety of business and entrepreneurship programmes around the world.

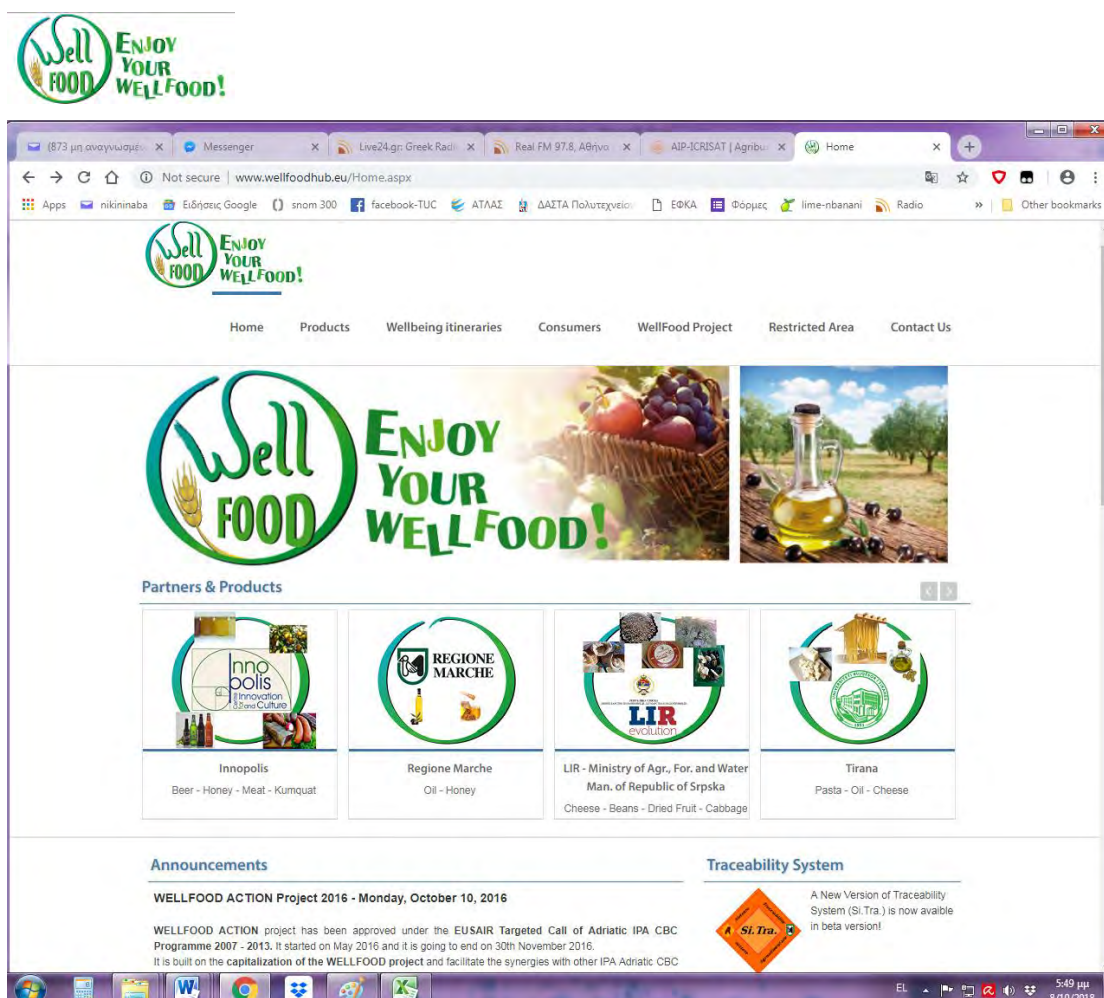
**Services:**

- Training Services for Startup Entrepreneurs. Modules for startups:
  - Introduction to entrepreneurship
  - Business planning
  - Marketing and Sales
  - Product and service development
  - Human resource management
  - Finance management
- Business Plan Competition
- Mentoring and Coaching Entrepreneurs



- Business Startup Centre Academy
- Employment Services
- Advisory Board
- Certification
- Matchmaking
- Loan Guarantee Fund

## WellFOOD



**Website:** <http://www.wellfoodhub.eu/Home.aspx>

**Aim:** WELLFOOD aims at strengthening the innovative capabilities of the agri-food sector, both through knowledge exchange between Adriatic Countries, and the creation of the ADRIFOOD CLUSTER, a network of researchers, technicians, enterprises, producers, consumers to share know-how and develop new ideas about food quality and safety.

**About:** WELLFOOD HUB contains information about typical products and wellbeing itineraries. The project was funded by the Adriatic IPA Cross-Border Cooperation Programme and the countries involved were: Italy, Slovenia, Bosnia-Herzegovina, Montenegro, Serbia, Greece, Albania.

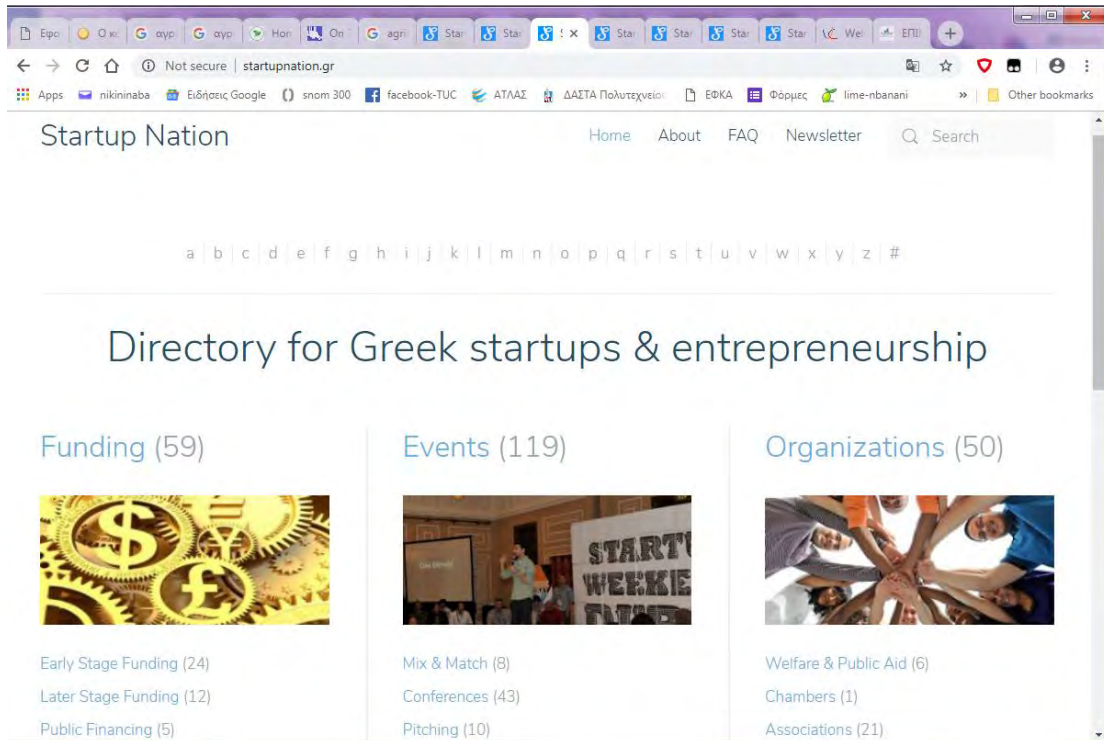
**Created:** in 2016



**Website copyrights:** WellFoodHub

## Startup Nation

*Startup Nation*



**Website:** <http://startupnation.gr/>

**About:** Startup Nation is the one-stop portal for innovators, startupper and entrepreneurs of any stage or type. It includes all startup organizations targeting Greek startups.

**Located:** Greece

**Website copyrights:** Startup Nation

## e- agriculture

e-agriculture



**Website:** <http://www.fao.org/e-agriculture/home>

**About:** The Food and Agriculture Organization (FAO) is specialized agency of the United Nations that leads international efforts to defeat hunger.

FAO creates and shares critical information about food, agriculture and natural resources in the form of global public goods. They facilitate partnerships for food and nutrition security, agriculture and rural development between governments, development partners, civil society and the private sector.

**Provides information about:** Studies, statistics, forums etc. in agricultural sector

**Website copyrights:** Food and Agriculture Organization

## HumanMetrics



**Website:** <http://www.humanmetrics.com/>

**About:** HummanMetrics provides several types of quizzes in many topics, including a quiz concerning entrepreneurship

**Website copyrights:** Humanmetrics Inc.

## agro24



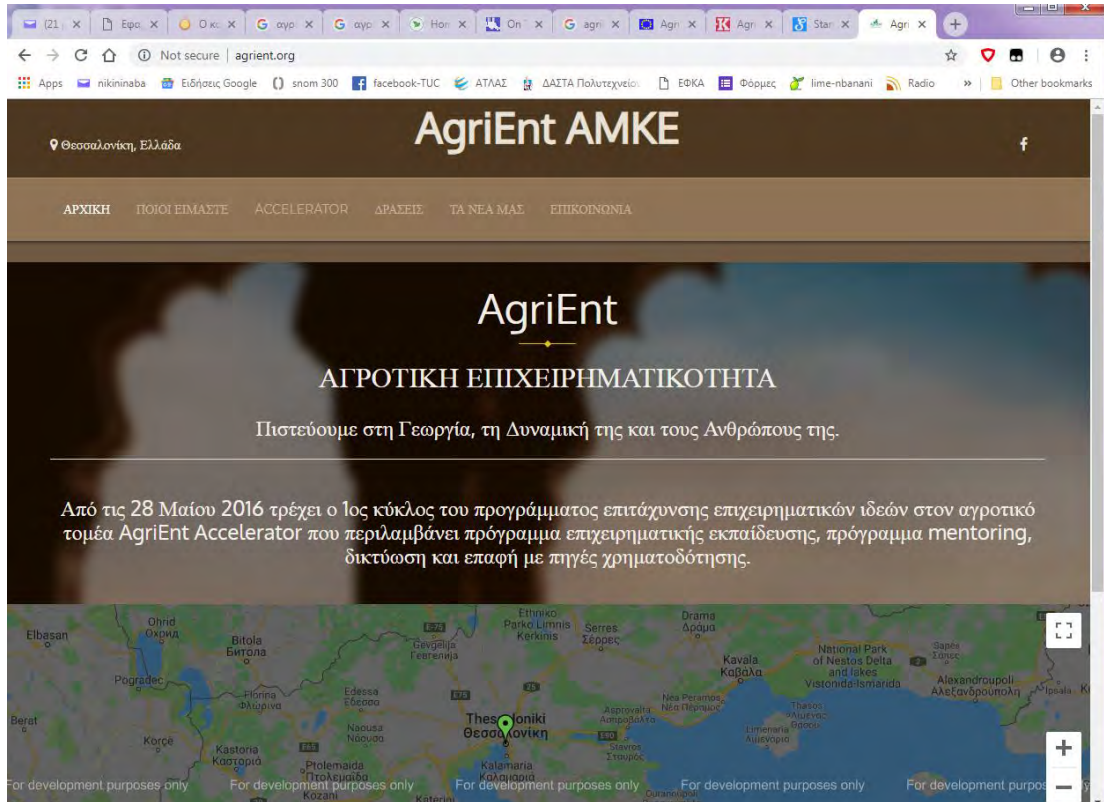
**Website:** <https://www.agro24.gr>

**About:** A Greek portal for agricultural sector

**Website copyrights:** AGRO 24



AgriEnt



Website: <http://agrient.org/>

AgriEnt is (or was) an Accelerator in the agribusiness sector.

#### Services:

- Training
- Mentoring
- Networking
- Market research

Created: in 2016

Located: Thessaloniki, Greece

Website copyrights: AgriEnt, Αγροτική Επιχειρηματικότητα AgriEntrepreneurship (non profit company)

## ANNEX II: Questionnaire for user needs analysis

Dear partner,

Please contact an agro-food company and fill in the following questionnaire, which consists of the following main parts.

- a) Business identity
- b) Business foundation and planning
- c) Market/Distribution channels
- d) Information channels
- e) Business collaboration

Given that this is a qualitative survey, the questionnaires should be completed through an in-depth interview. Most of the questions are open-ended, thus responses may be written down as provided by the responders, following the instructions given to each question.

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  |  |
| <b>Partner's Intervention Area</b>   |  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> |  |

**Section 1: Business identity**

|   |   |
|---|---|
| <b>1. Company name</b>  |   |
| <b>2. Address</b>   |   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) |   |
| <b>3. Products/Services description</b>   |   |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)  |   |
| <b>5. Where did you find relevant information?</b>  |   |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000 euros<br>B: 20,001-50,000 euros<br>C: 50,001-100,000 euros<br>D: 100,001-250,000 euros<br>E: 250,000+ euros   |
| <b>7. Current number of employees</b>   | Permanent:<br>Seasonal:   |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | A. High<br>B. Medium<br>C. Low  |
| <b>9. Internal capacity in marketing and distribution</b>   | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)<br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.)) |

**Section 2: Business foundation****10. How did you get the decision to set up your company?**

(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)



|   |
|---|
|   |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?) |
|   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
|   |

**Section 3: Business planning**

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
|   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
|   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |

|   |
|---|
|   |
| <b>16. Would you ever use an online BP tool?</b>  |
|   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
|   |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
|   |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
|   |

#### Section 4: Market/Distribution channels

|  |
|--|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible) |
|--|

|   |
|---|
|   |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
|   |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
|   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b> |
|   |
| <b>24. How do you find (local, national or international) partners?</b>   |
|   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
|   |

**26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?**

### Section 5: Information channels

**27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.**  
(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?)

**28. How often do you use the internet in your company? What are the basic functions performed using the internet?**  
(searching for information, using web applications, other...?)

**29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):**

- A. Case studies
- B. Templates for BP / marketing plan
- C. Legislation
- D. Exports information
- E. Friendly farming practices
- F. Product certification
- G. Ecological issues
- H. Intellectual Property Rights
- I. Financial management tools
- J. Other...?

**30. If there were some free online tools, which do you think would be the most important / useful (choose one)**

- A. Business planning
- B. Marketing planning
- C. Financial forecasts
- D. Loan amortization

|           |   |
|-----------|---|
| or more): | <p>E. Break-even point analysis</p> <p>F. Starting costs calculation</p> <p>G. Cash flow</p> <p>H. Promotion campaign effectiveness</p> <p>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)</p> <p>J. Other...?</p> |
|-----------|---|

### Section 5: Business collaborations

|   |
|---|
| <p><b>32. Do you have any kind of collaboration with other companies in the industry?</b><br/>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)</p>             |
|   |
| <p><b>33. Do you have any collaboration with a University or a Research Centre?</b><br/>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?)</p> |
|   |



## ANNEX III: Questionnaire for primary and secondary data

Dear partner,

Please fill in the following questionnaire with the relevant information and data collected from your intervention area (region/country) about:

- a) Agro-food clusters or cooperation networks (lists, policies)
- b) Studies related to the agro-food sector (conducted under EU Regulations, Interreg or other EU programs, exporters association, agro-food clusters or cooperation networks)
- c) Exports and imports of agro-food products (list of exporters, importers, wholesalers, laws and regulations for exports/imports)
- d) EU quality schemes for agro-food products (data about cultivation areas, production, trade, exports, etc.)
- e) Trade fairs, trade shows and exhibitions (list of events related to agro-food products)
- f) Innovative agro-food companies (regulations)

Since the questionnaire refers to the primary/secondary data collection activity, please complete the requested info in the tables below and attach any additional document (files, etc.) following the instructions given to each question.

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  |  |
| <b>Partner's Intervention Area</b>   |  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> |  |

**Section 1: Agro-food clusters or cooperation networks****1. Which are the active agro-food clusters<sup>1</sup> in your region/country?**

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster | Description (50-100 words) | Contact info (name, organization, address, email, telephone number, website) | Website (URL) |
|-----------------|----------------------------|--|---------------|
|                 |                            |  |               |
|                 |                            |  |               |

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy (national/regional program or initiative, legislation, regulation) | Responsible authority | Description (50-100 words) | File <sup>2</sup> or link (URL) |
|---|-----------------------|----------------------------|---------------------------------|
|   |                       |                            |                                 |
|   |                       |                            |                                 |

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network | Description (50-100 words) | Contact info (name, organization, address, email, telephone number, website) | Website (URL) |
|-----------------|----------------------------|--|---------------|
|                 |                            |  |               |
|                 |                            |  |               |

**Section 2: Studies related to the agro-food sector****4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)

<sup>2</sup> Attach file or give the appropriate link

(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan | Responsible person/<br>organization | Description<br>(50-100 words) | File <sup>5</sup> or<br>link (URL) |
|---------------------|-------------------------------------|-------------------------------|------------------------------------|
|                     |                                     |                               |                                    |
|                     |                                     |                               |                                    |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/<br>organization | Title of EU funded<br>project | Description<br>(50-100 words) | File <sup>6</sup> or<br>link (URL) |
|----------------|-------------------------------------|-------------------------------|-------------------------------|------------------------------------|
|                |                                     |                               |                               |                                    |
|                |                                     |                               |                               |                                    |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/<br>organization | Description<br>(50-100 words) | File <sup>8</sup> or<br>link (URL) |
|----------------|-------------------------------------|-------------------------------|------------------------------------|
|                |                                     |                               |                                    |
|                |                                     |                               |                                    |

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link

<sup>6</sup> Attach file or give the appropriate link

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate link

<sup>9</sup> See also questions 1 and 3.

| Title of study | Responsible person/<br>organization | Title of cluster or<br>cooperation<br>network | Description<br>(50-100 words) | File <sup>10</sup> or<br>link (URL) |
|----------------|-------------------------------------|---|-------------------------------|-------------------------------------|
|                |                                     |   |                               |                                     |
|                |                                     |   |                               |                                     |

### Section 3: Exports and imports of agro-food products

#### 8. List of agro-food exporters in your region/country.

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-<br>food products | Contact info<br>(name, organization, address, email,<br>telephone number, website) | Website<br>(URL) |
|----------------------------------|---------------------------------|--|------------------|
|                                  |                                 |  |                  |
|                                  |                                 |  |                  |

#### 9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-<br>food products | Contact info<br>(name, organization, address, email,<br>telephone number, website) | Website<br>(URL) |
|----------------------------------|---------------------------------|--|------------------|
|                                  |                                 |  |                  |
|                                  |                                 |  |                  |

#### 10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

<sup>10</sup> Attach file or give the appropriate link

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>12</sup> or link (URL) |
|---|-------------------|----------------------------|----------------------------------|
|   |                   |                            |                                  |
|   |                   |                            |                                  |

#### Section 4: EU quality schemes for agro-food products

##### **11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product | Type of label (PDO, PGI, TSG or organic) | Cultivation areas | Production | Trade | Exports |
|---------------------------|--|-------------------|------------|-------|---------|
|                           |  |                   |            |       |         |
|                           |  |                   |            |       |         |

#### Section 5: Trade fairs, trade shows and exhibitions

##### **12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.**

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup> (trade fair, trade show, exhibition) | Organization body | Description (50-100 words regarding the scope and the agro-food products covered) | Dates | Place | Website (URL) |
|--|-------------------|---|-------|-------|---------------|
|  |                   |   |       |       |               |
|  |                   |   |       |       |               |

<sup>12</sup> Attach file or give the appropriate link

<sup>13</sup> Provide data from 2010 till most recently

<sup>14</sup> Select events that occur regularly (e.g., every year)



**Section 6: Innovative agro-food companies****13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?**

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>15</sup> or link (URL) |
|---|-------------------|----------------------------|----------------------------------|
|   |                   |                            |                                  |
|   |                   |                            |                                  |

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|----------------------------|----------------------------------|
|   |                   |                            |                                  |
|   |                   |                            |                                  |

<sup>15</sup> Attach file or give the appropriate link

<sup>16</sup> Attach file or give the appropriate link

## ANNEX IV: User needs survey

### Questionnaire 1

|  |   |
|--|---|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b>                                |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>  |
| <b>Project No:</b>   | <b>ADRION613</b>  |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>  |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>   |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>   |
| <b>Partner's Name</b>  | -   |
| <b>Partner's Intervention Area</b>   | Serbia  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | Milutin Pantić, general manager of HOFF d.o.o. <a href="mailto:m.pantic@hoff.rs">m.pantic@hoff.rs</a> and Niki Banani from the Technical University of Crete. |

### Section 1: Business identity

|   |   |
|---|---|
| <b>1. Company name</b>  | <b>HOFF d.o.o.</b>  |
| <b>2. Address</b>   | Nehruova 188, Servia  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Processing agro – food prime material   |
| <b>4. Products/Services description</b>   | Aronia juice, aronia filling, aronia dressing                                 |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><br><b>Where did you find relevant information?</b>     | NO  |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000 euros<br>B: 20,001-50,000 euros<br>C: <u>50,001-100,000 euros</u> |

|  |   |
|--|---|
|  | D: 100,001-250,000 euros<br>E: 250,000+ euros   |
| <b>7. Current number of employees</b>                                      | Permanent:3<br>Seasonal:6   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | A. High<br><u>B. Medium</u><br>C. Low   |
| <b>9. Internal capacity in marketing and distribution</b>                  | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br><u>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)</u><br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

## Section 2: Business foundation

|  |
|--|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)  |
| We have a aronia plantation and no one wants to buy this fruit. Then we start with research and trial production. Our target was: <ul style="list-style-type: none"> <li>- To keep aronia in natural way as much as possible and not to destroy products with sugar</li> <li>- After that we made a business plan</li> </ul> |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)  |
| Own funds, friends, loan.  |
| <b>12. Did you submit a Business Plan for getting funds?</b>   |
| NO   |

## Section 3: Business planning

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Our business plan is not updated. Still want to reach income.   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Owner. He is economist.   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| Financial forecast, selling, marketing plan.  |

|   |
|---|
| <b>16. Would you ever use an online BP tool?</b>  |
| No  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Consulting company  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No, we do not have it.  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| Excel   |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| Local & national 85%, European 15%  |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| They direct supplying markets, hotels, restaurants, etc. They use their own car.<br><br>Also, they have tried to sell through internet, but as the product is not known to the majority of the people, it is not an effective way yet.  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| The product is new and it is not well known. Customers have to taste the product to be convinced it is worth buying it. Taking part to international exhibition (trade fairs) is one way, but it is too expensive for the company.<br><br>Quality standards are another problem for entering foreign countries. |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>   |
| Contact with some foreign distribution company  |
| <b>24. How do you find (local, national or international) partners?</b>   |
| On fairs and exhibitions, b2b meetings  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| No  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often? What is the aim? Do you achieve it? How do you find information about such events?</b>   |
| Yes, on national and international<br><br>- ETHNO FOOD AND BEVERAGE FAIR – BELGRADE   |

- GAST EXPO 2019 – LJUBLJANA
- BALKAN CHEESE FEST – BELGRADE
- Etc

## Section 5: Information channels

|   |   |
|---|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |   |
| Funding, operating licenses, website, marketing, exports  |   |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |   |
| Very often, for searching information   |   |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | A. Case studies<br>B. Templates for BP / marketing plan<br>C. Legislation<br>D. Exports information<br>E. Friendly farming practices<br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...?                                      |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | A. Business planning<br>B. Marketing planning<br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...? |

## Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| No  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |

No

## Questionnaire 2

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>Technical University of Crete</b>   |
| <b>Partner's Intervention Area</b>   | <b>Serbia</b>  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Vladimir Milanovic, Director,</b><br><a href="mailto:sanumperfructus@gmail.com">sanumperfructus@gmail.com</a>               |

## Section 1: Business identity

|   |  |
|---|--|
| <b>1. Company name</b>  | Sanum per fructus DOO                          |
| <b>2. Address</b>   | Zmaj jovina 1/3, 34000 Kragujevac, Serbia      |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Packaging, processing agro-food prime material |
| <b>4. Products/Services description</b>   | Honey with tastes of fruits                    |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><br><b>Where did you find relevant information?</b>     | Organic  |
| <b>6. Company turnover during the last fiscal year</b>  | E: 250,000+ euros                              |
| <b>7. Current number of</b>   | Permanent:7                                    |



|  |   |
|--|---|
| <b>employees</b>   | Seasonal:10   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | A. High   |
| <b>9. Internal capacity in marketing and distribution</b>                  | B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order) |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| I was young, and full of courage, I was listening to my heart. Now too many business plans, but now we make market research and make plans for all of our decisions                               |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Venture capital, loan from bank   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| Yes   |

## Section 3: Business planning

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| It was last modified in October 2018  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Company finance director  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| Marketing plan  |
| <b>16. Would you ever use an online BP tool?</b>  |
| Yes   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Consulting company and our finance director   |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No  |

**19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?**

(MS Word, Excel, ERP, other...?)

Word, excel, power point

#### Section 4: Market/Distribution channels

**20. Which market is your company addressed to?**

(local, national, European, global, please give % based on last fiscal year, if possible)

European- 80%, than USA, Australia, UAE, QATAR

**21. Distribution channels: How do you bring your products into the market?**

Our distributors do it

**22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?**

Marketing and product development

**23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?**

How much honey they consume, average salary

**24. How do you find (local, national or international) partners?**

With recommendation

**25. Have you conducted a market research in a foreign market?**

No

**26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?**

Yes, UAE, DOHA, Tirana, Brussel, China. Our aim are food importers

#### Section 5: Information channels

**27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.**

(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?)

Strategy formulation, and funds

**28. How often do you use the internet in your company? What are the basic functions performed using the internet?**

(searching for information, using web applications, other...?)

Searching for information

**29. What would you consider as the most useful**

|   |                        |
|---|------------------------|
| information, if it was available online? Choose the most important (one or more):                                       | D. Exports information |
| 30. If there were some free online tools, which do you think would be the most important / useful (choose one or more): | B. Marketing planning  |

## Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| Yes, we all work together, on collecting honey  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| NO  |

## Questionnaire 3

|   |  |
|---|--|
| Project Title:  | Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area        |
| Project Acronym:  | INNOVAGRO  |
| Project No:   | ADRION613  |
| WP Code & Title:  | T2: Development of innovative tools and services for the SMEs internalization  |
| Activity Code & Title :   | T2.1: Information database   |
| Deliverable Code & Title :  | T2.1.1: Collection of primary and secondary data   |
| Partner's Name  | P3: Technical University of Crete (TUC)  |
| Partner's Intervention Area   | East Crete, Heraklion , Greece   |
| Responsible person for filling the questionnaire (name, position, e-mail) | Nikoleta Banani (TUC staff) interviewing Mrs Stella Astirakaki, manager of the cluster.<br>Firm's e-mail: info@winesofcrete.gr |

## Section 1: Business identity

|                 |  |
|-----------------|--|
| 1. Company name | WINES OF CRETE ("AMKE" non –profit company) A cluster of Cretan wineries |
|-----------------|--|

|   |   |
|---|---|
| <b>2. Address</b>   | Nea Alikarnassos, Herakleion, Crete, Greece   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Marketing of Cretan Wines, promotion local varieties/ Promoting Crete as a wine-tourism destination                         |
| <b>4. Products/Services description</b>   | Promotion of Cretan wines: Organizing fairs (Oinotika), participation in International fairs, investigating new markets etc |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><br><b>Where did you find relevant information?</b>     | Not applied to services<br><br>The wines produced by the cluster's members are not certified.                               |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000+ euros<br><br>Wines of Crete is a non-profit company  |
| <b>7. Current number of employees</b>   | Permanent: 1  |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | Not applicable  |
| <b>9. Internal capacity in marketing and distribution</b>   | Not applicable  |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| Eight wineries of Crete took the decision to set up a wine cluster for promoting local wines and Cretan native varieties.   |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Own funds (from the wineries-members of the cluster) and from national and EU grand (Leader programme)  |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| Yes, they submit a BP as part of their proposal for getting EU-National grand   |

## Section 3: Business planning

|  |
|--|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last</b> |
|--|

|   |
|---|
| <b>modified?</b>  |
| Not as a written document   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Consulting company  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| No special difficulties.  |
| <b>16. Would you ever use an online BP tool?</b>  |
| No  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| They haven't decided yet  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| There is a plan, but it is not written  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| They use excel and an application called SevDesk for invoicing and accountings management   |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)                              |
| The wineries of the cluster sell:<br>- 60% of their wines to local and national market.<br>-20% USA<br>-15% Europe, mainly Germany<br>- 5% China                                |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Not applicable for the cluster.<br>Each winery has a different policy.  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| Bureaucracy   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b> |

|  |
|--|
| - Demographic profile of a country<br>-Wines consumption and special habits. Are the people open for tasting new wines?<br>They try to find this information having the help of the local Chamber of Commerce. |
| <b>24. How do you find (local, national or international) partners?</b>  |
| They find partners by participating in fairs and by organising meeting in Crete with potential partners  |
| <b>25. Have you conducted a market research in a foreign market?</b>   |
| Yes, they conduct market researches through their participation to EU- granted programmes  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b>    |
| They organise "Oinotika" fair three times per year in Heraklion, Chania and Athens, while they participate to 2-3 international fairs per year, like "ProWine" in Germany, London, USA, etc.                   |

### Section 5: Information channels

|   |  |
|---|--|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |  |
| It was very crucial for the cluster creation the initial decision for the company mission and main strategy and also for the company type (non-profit)<br><br>Also, funding is serious problem for the cluster and all each members   |  |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |  |
| Very often for promoting actions through updating their website and their social media accounts (Facebook, Instagram). Also, the frequently send informative e-mails.   |  |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | <b>A. Case studies</b><br><b>B. Templates for BP / marketing plan</b><br><b>C. Legislation</b><br><b>D. Exports information</b><br><b>E. Friendly farming practices</b><br><b>F. Product certification</b><br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...? |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | A. Business planning<br><b>B. Marketing planning</b><br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis   |



|  |   |
|--|---|
|  | <b>F. Starting costs calculation</b><br><b>G. Cash flow</b><br><b>H. Promotion campaign effectiveness</b><br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...? |
|--|---|

### Section 5: Business collaborations

|  |
|--|
| <b>32. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)  |
| Of course! They are the cluster of the Cretan wineries<br>33 wineries participate in the cluster, which is about 90% of all the Cretan wineries.   |
| <b>33. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?)  |
| Yes, the collaborate with FORTH Research Center in Heraklion, CERTH Research Center in Thessaloniki, Technological University of Crete (TEI of Crete), Aristotle University of Thessaloniki, etc. They collaborate (as a consortium) for applying to EU-granted programmes |

### Questionnaire 4

|  |   |
|--|---|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b>        |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>  |
| <b>Project No:</b>   | <b>ADRION613</b>  |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>  |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>   |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>   |
| <b>Partner's Name</b>  | <b>P3: Technical University of Crete (TUC)</b>  |
| <b>Partner's Intervention Area</b>   | <b>West Crete, Chania, Greece</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Nikoleta Banani (TUC staff) interviewing Mr Kaloudis Spyros, owner of the company.</b><br><b>Firm's e-mail: info@corfubeer.com</b> |

### Section 1: Business identity

|                        |                        |
|------------------------|------------------------|
| <b>1. Company name</b> | <b>CORFU BEER S.A.</b> |
|------------------------|------------------------|

|   |   |
|---|---|
| <b>2. Address</b>   | Arillas Magouladon, Corfu, Greece   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Processing agro-food  |
| <b>4. Products/Services description</b>   | Beer & Beverages  |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><br><b>Where did you find relevant information?</b>     | No. However, the company is ISO certified   |
| <b>6. Company turnover during the last fiscal year</b>  | E: 250,000+ euros   |
| <b>7. Current number of employees</b>   | Permanent: 12<br>Seasonal: 8  |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | A. High   |
| <b>9. Internal capacity in marketing and distribution</b>   | B. Medium to High<br><br>The company realizes a ready to market product to another company of the same group (they are having the same owners) which distributes the products |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)   |
| <p>The owner had working experience as a distributor of fresh milk and other dairy products.</p> <p>He believed that beer is a very important product for the local market, not only for the local people, but also for the thousands of tourists who visit Corfu every year. He wanted to connect the strong brand name of his island, with a strong brand name of a beer.</p> <p>Before taking the decision, the company he worked started to distribute beer, so he had the chance to talk with international distributors of beer about his idea.</p> <p>He had conducted a marketing plan and a business plan.</p> |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| The company was granted from a co-funded programme by EU & national resources (Αναπτυξιακό  |

Νόμο).

He also received a bank loan and also invested his own funds.

**12. Did you submit a Business Plan for getting funds?**

Yes, he did and a detailed marketing plan, as well.

**Section 3: Business planning**

**13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?**

Yes, there is a business plan for the following five to ten year ahead, which is updated every two years.

The marketing plan is also updated every one or two years.

**14. Who wrote the BP? (If it exists)**

(owner, company executives, independent economist, consulting company, other...?)

His company executives

**15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?**

(financial forecasts, marketing plan, other...?)

No special difficulties. They know the market very well.

**16. Would you ever use an online BP tool?**

The owner is not aware of this tool. In the present stage of his company, there is no need to use this kind of tool.

**17. How do you plan to prepare your next BP?**

(owner, company executives, independent economist, consulting company, other...?)

His company executives will prepare the next BP.

**18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?**

Yes, the company has a Marketing Plan. Of course, it is written.

**19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?**

(MS Word, Excel, ERP, other...?)

They use excel and a tailor made ERP.

**Section 4: Market/Distribution channels**

**20. Which market is your company addressed to?**

(local, national, European, global, please give % based on last fiscal year, if possible)

-75% Local market: Corfu

-95% national market Greece

-5% exports to Europe and to the USA

|   |
|---|
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| <p>A company from the same group is assigned with the products' distribution. It has its own trucks.</p> <p>The product (beer) is very sensitive as it is sold fresh and it is necessary to be in low temperatures constantly, until the time it is consumed.</p> <p>They sell their products mainly to two big wholesalers in Thessaloniki and Athens.</p> <p>80% of their products are sold in Hotels, Restaurants and Cafes</p> <p>20% of them are sold in SuperMarkets and other smaller shops</p> <p>They also sell to particular restaurants abroad.</p>  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| <p>They main problem is that the product must be distributed fresh and the company does not have the capacity to cover the increased demand, especially during summer. This is the main reason why exports are not that high. Additionally, according to the company's strategy, they always give priority to the local market.</p> <p>However, when they sell abroad the products need to have a special label, according to the national legislation. Generally, the legislation for beer is stricter than for beverages.</p> <p>Finally, high taxation prohibits exports to some countries, such as Australia. Generally speaking, European Union countries are easier for the company to export beer.</p> |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>   |
| <p>-National legislation</p> <p>-Taxes for imports of beer and beverages in the foreign country</p>   |
| <b>24. How do you find (local, national or international) partners?</b>   |
| <p>Usually, the international partners found the company, when they visit Corfu as tourists and they taste the beer in the local restaurants.</p> <p>Also, the company accepts visitors in its premises and they even organise a beer festival, so many people get to know their products.</p>  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| No, they haven't, as they don't have the production capacity to serve a foreign country.  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b>   |
| They participate in many fairs in Greece, such as HORECA, FoodEXPO, Detrop-Oenos. They haven't participated to any fair abroad.   |

## Section 5: Information channels

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
|---|

|  |  |
|--|--|
| <ul style="list-style-type: none"> <li>- The very frequent change of the taxation laws.</li> <li>- Very bureaucratic procedures</li> <li>- Getting the appropriate operating licenses at the beginning of the company was very complicated and time consuming</li> </ul> |  |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)   |  |
| All the time! They use the internet on desktops PCs and on their mobile phones. They know all the time information about the logistic part of their company (how much inventory, the distributions of the freights, etc)   |  |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>  | A. Case studies<br>B. Templates for BP / marketing plan<br><b>C. Legislation</b><br>D. Exports information<br>E. Friendly farming practices<br><b>F. Product certification</b><br>G. Ecological issues<br>H. Intellectual Property Rights<br><b>I. Financial management tools</b><br>J. Other...?  |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>   | <b>A. Business planning</b><br><b>B. Marketing planning</b><br>C. Financial forecasts<br><b>D. Loan amortization</b><br><b>E. Break-even point analysis</b><br>F. Starting costs calculation<br><b>G. Cash flow</b><br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...?<br><br>At the beginning, it is very important the break-even point analysis and cash flow taking into account your loan amortization. BP and Marketing Plan, as well. |

## Section 6: Business collaborations

|   |
|---|
| <b>32. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| The company is a member of a cluster of Small Brewery Companies in Greece (Σύνδεσμος Ανεξάρτητων μικρών Ζυθοποιών Ελλάδος "Σ.Μ.Α.Ζ.Ε."), which has got 21 members.                                |
| <b>33. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| No, they don't have any collaboration with Universities or Research Centers, apart from the   |

present interview or other similar in the past.

### Questionnaire 5

|  |   |
|--|---|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b>    |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>  |
| <b>Project No:</b>   | <b>ADRION613</b>  |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>  |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>   |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>   |
| <b>Partner's Name</b>  | <b>Technical University of Crete</b>  |
| <b>Partner's Intervention Area</b>   | <b>West Crete, Chania, Greece</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Nikoleta Banani (TUC staff) interviewing Mr Manolis Lerakis, owner of the company.</b><br><b>Firm's e-mail: info@avoel.com</b> |

### Section 1: Business identity

|   |  |
|---|--|
| <b>1. Company name</b>  | AVOEL PC (AVOEL IKE)   |
| <b>2. Address</b>   | Deligiannaki 63, Chania, Greece  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Processing agrofood, packaging   |
| <b>4. Products/Services description</b>   | Dips, pulp, dressing made from avocado   |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>Where did you find relevant information?</b>         | The company is certified according IFS (International Food Safety), FSSC (similar to IFS) and ISO 22000. |
| <b>6. Company turnover during the last fiscal year</b>  | 250,000+ euros   |



|  |   |
|--|---|
| <b>7. Current number of employees</b>                                      | Permanent: 4 people permanently   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | B. Medium<br><br>The production process is semi-automatic   |
| <b>9. Internal capacity in marketing and distribution</b>                  | B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order) |

## Section 2: Business foundation

|  |
|--|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)  |
| He has got two plots of avocado in Chania and he realised that about 25% of the avocados production could not be sold to wholesalers. As there are many avocado producers in Chania, he decided that there was a business opportunity in the market.<br><br>He made a business plan. |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)  |
| Own funds at the beginning and then he got a bank loan.  |
| <b>12. Did you submit a Business Plan for getting funds?</b>   |
| Yes, he did.   |

## Section 3: Business planning

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes it has, but it is not updated.  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| The owner, but it is not updated  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| The most difficult part was the marketing plan  |
| <b>16. Would you ever use an online BP tool?</b>  |
| No  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| The owner will prepare it this year.  |

|   |
|---|
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| Yes, but not a written one.   |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| ERP (Softone) and word and excel  |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| Greece 40%, Europe and Middle –East 60%   |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| They sell to big distribution centres in Europe and Middle-East and also they sell to big super markets in Greece   |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| Certification is necessary but not a problem.<br>Foreign distributors do not trust Greek producers, mainly due to the economic situation of the country   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| <ul style="list-style-type: none"> <li>- Eating Habits of people in the foreign country</li> <li>- Purchasing power of the people</li> <li>- Entry fees, the way the market works</li> </ul>                |
| <b>24. How do you find (local, national or international) partners?</b>   |
| - They take part to international food fairs and exhibitions and also to B2B meeting  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| Yes, only in UK   |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| Yes, 2 or 3 times annually, they participate to international events.   |

#### Section 5: Information channels

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
|---|

|   |  |
|---|--|
| Funding is the main problem, while it was difficult to find dedicated personnel.  |  |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |  |
| They use the internet all the time. Mainly, the company uses an ERP application, which uses the Net to exchange data between the warehouses, sales department, production, etc. Of course, they also search for information on the Net. |  |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | A. Case studies<br><b>B. Templates for BP / marketing plan</b><br>C. Legislation<br><b>D. Exports information</b><br><b>E. Friendly farming practices</b><br><b>F. Product certification</b><br><b>G. Ecological issues</b><br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...?                                      |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | <b>A. Business planning</b><br><b>B. Marketing planning</b><br>C. Financial forecasts<br>D. Loan amortization<br><b>E. Break-even point analysis</b><br>F. Starting costs calculation<br>G. Cash flow<br><b>H. Promotion campaign effectiveness</b><br><b>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)</b><br>J. Other...? |

## Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| No  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| They have a collaboration with Harokopio University of Athens, Department of Nutrition and Dietetics  |

## Questionnaire 6

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>Technical University of Crete</b>   |
| <b>Partner's Intervention Area</b>   | <b>West Crete, Chania, Greece</b>  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Niki Banani, TUC personnel, nikininaba@yahoo.gr</b>   |

## Section 1: Business identity

|   |   |
|---|---|
| <b>1. Company name</b>  | PATERAKIS S.A.  |
| <b>2. Address</b>   | Sternes, Chania, Grete, Greece  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Processing meat   |
| <b>4. Products/Services description</b>   | Traditional meat products: pork steak, sausages, apaki(smoked pork), souvlaki, etc.         |
| <b>5. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?<br><b>Where did you find relevant information?</b>          | The company is certified according IFS (International Food Safety) and HACCP and ISO 22000. |
| <b>6. Company turnover during the last fiscal year</b>  | 250,000+ euros  |
| <b>7. Current number of employees</b>   | Permanently: 25 people + 5 during summer  |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | B. Medium<br>The production process is semi-automatic                                       |

|   |   |
|---|---|
| <b>9. Internal capacity in marketing and distribution</b> | B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order) |
|---|---|

**Section 2: Business foundation**

|  |
|--|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)  |
| The owner was dealing with meat trading, when he realized there was a gap in the market for producing traditional meat products.<br><br>He started producing small quantities and step by step the company grew up.<br><br>They didn't conduct a business plan |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)  |
| Own funds and later they got a loan from the bank  |
| <b>12. Did you submit a Business Plan for getting funds?</b>   |
| They submit a BP for getting a bank loan.  |

**Section 3: Business planning**

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes, the company has a Business Plan, which is updated every two years  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Company executives  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| Finding information for the market  |
| <b>16. Would you ever use an online BP tool?</b>  |
| Probably for getting more information   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Company's executives  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| Yes, but not as a written text  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b>                                     |

|                                  |
|----------------------------------|
| (MS Word, Excel, ERP, other...?) |
|----------------------------------|

|                                  |
|----------------------------------|
| ERP (Softone) and word and excel |
|----------------------------------|

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b> |
|---|

|   |
|---|
| (local, national, European, global, please give % based on last fiscal year, if possible) |
|---|

|                                       |
|---------------------------------------|
| Local market 20% , Rest of Greece 80% |
|---------------------------------------|

|   |
|---|
| <b>21. Distribution channels: How do you bring your products into the market?</b> |
|---|

|  |
|--|
| They sell to big distribution centres and also big Super Markets |
|--|

|   |
|---|
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b> |
|---|

|  |
|--|
| The main problem is that the company does not have the production capacity. After, increasing their capacity they will attempt to go abroad. |
|--|

|   |
|---|
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b> |
|---|

|   |
|---|
| This is not the problem for the company right now |
|---|

|   |
|---|
| <b>24. How do you find (local, national or international) partners?</b> |
|---|

|   |
|---|
| By taking part to fairs and by participating to B2B meeting organised by the Chambers or during the exhibitions |
|---|

|  |
|--|
| <b>25. Have you conducted a market research in a foreign market?</b> |
|--|

|    |
|----|
| No |
|----|

|   |
|---|
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
|---|

|   |
|---|
| Yes, they participate to Greek fairs, 2 or 3 times per year (FOODEXPO, HORECA, etc) |
|---|

#### Section 5: Information channels

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b> |
|---|

|  |
|--|
| (taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
|--|

|  |
|--|
| Funding is the main problem and the frequent change of the food legislation. Also, during the first steps of the company, getting the operating licenses was an important problem. |
|--|

|  |
|--|
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b> |
|--|

|  |
|--|
| (searching for information, using web applications, other...?) |
|--|

|   |
|---|
| They use the internet for their ERP and for searching information |
|---|

|   |
|---|
| <b>29. What would you consider as the most useful</b> |
|---|

|   |
|---|
| A. Case studies<br>B. Templates for BP / marketing plan |
|---|



|   |   |
|---|---|
| information, if it was available online? Choose the most important (one or more):                                       | <b>C. Legislation</b><br>D. Exports information<br>E. Friendly farming practices<br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br><b>I. Financial management tools</b><br>J. Other...?   |
| 30. If there were some free online tools, which do you think would be the most important / useful (choose one or more): | A. Business planning<br>B. Marketing planning<br><b>C. Financial forecasts</b><br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br><b>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)</b><br>J. Other...? |

## Section 5: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| They are members of the Association of Food and Beverages Distribution in Chania.   |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| No, they haven't  |

## Questionnaire 7

|                            |   |
|----------------------------|---|
| Project Title:             | Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area |
| Project Acronym:           | INNOVAGRO   |
| Project No:                | ADRION613   |
| WP Code & Title:           | T2: Development of innovative tools and services for the SMEs internalization   |
| Activity Code & Title :    | T2.1: Information database  |
| Deliverable Code & Title : | T2.1.1: Collection of primary and secondary data  |

|   |                                   |
|---|-----------------------------------|
| Partner's Name  | E-ZAVOD, Slovenia                 |
| Partner's Intervention Area   | Slovenia                          |
| Responsible person for filling the questionnaire (name, position, e-mail) | Barbara Kobale, Barbara@ezavod.si |

## Section 1: Business identity

|  |   |
|--|---|
| 1. Company name  | Farm Bavdaž   |
| 2. Address   | Slovenia  |
| 3. Field of activity<br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Production of milk and meat   |
| 3. Products/Services description   | Milk and meat   |
| 4. Are your products certified?<br>(organic, PDO, AgroCert, GlobalGAP, other...?)  | no  |
| 5. Where did you find relevant information?  |   |
| 6. Company turnover during the last fiscal year  | <b>A: 0-20,000 euros</b><br>B: 20,001-50,000 euros<br>C: 50,001-100,000 euros<br>D: 100,001-250,000 euros<br>E: 250,000+ euros  |
| 7. Current number of employees   | Permanent: 1<br>Seasonal:   |
| 8. Level of mechanization in production process (high, medium, low)  | A. High<br>B. Medium<br>C. <b>Low</b>   |
| 9. Internal capacity in marketing and distribution   | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br><b>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)</b><br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| Tradition.  |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Own funds – reserves from the past.   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| Yes.  |

**Section 3: Business planning**

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes.  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Expert at the Chamber of Agriculture and Forestry Nova Gorica   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| No special difficulties.  |
| <b>16. Would you ever use an online BP tool?</b>  |
| I don't know.   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
|   |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No.   |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| MS Word, Excel.   |

**Section 4: Market/Distribution channels**

|  |
|--|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible) |
| Local  |
| <b>21. Distribution channels: How do you bring your products into the market?</b>  |

|   |
|---|
| Agricultural co-operative.  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| Distance is the main obstacle.  |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| -   |
| <b>24. How do you find (local, national or international) partners?</b>   |
| -   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| -   |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| -   |

#### Section 5: Information channels

|   |   |
|---|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |   |
| Taxes   |   |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |   |
| Very often.   |   |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | A. Case studies<br>B. Templates for BP / marketing plan<br>C. Legislation<br>D. Exports information<br>E. <u>Friendly farming practices</u><br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...? |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | A. Business planning<br>B. Marketing planning<br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation  |

|  |   |
|--|---|
|  | G. Cash flow<br>H. Promotion campaign effectiveness<br>I. <b><u>Investment return (NPV-Net Present Value, ROI-Return on Investment)</u></b><br>J. Other...? |
|--|---|

### Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| Agricultural co-operative.  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| No.   |

### Questionnaire 8

|  |   |
|--|---|
| <b>Project Title:</b>  | Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area |
| <b>Project Acronym:</b>  | INNOVAGRO   |
| <b>Project No:</b>   | ADRION613   |
| <b>WP Code &amp; Title:</b>  | T2: Development of innovative tools and services for the SMEs internalization   |
| <b>Activity Code &amp; Title :</b>   | T2.1: Information database  |
| <b>Deliverable Code &amp; Title :</b>  | T2.1.1: Collection of primary and secondary data  |
| <b>Partner's Name</b>  | E-ZAVOD, Slovenia   |
| <b>Partner's Intervention Area</b>   | Slovenia  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | Barbara Kobale, Barbara@ezavod.si   |

### Section 1: Business identity

|   |   |
|---|---|
| <b>1. Company name</b>  | Farm Mihec  |
| <b>2. Address</b>   | Stojnci 125, 2281 Markovci, Slovenia                                  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality) | vegetable cultivation, vegetable gardening, bitter and cabbage sowing |

|  |   |
|--|---|
| check/certification, other services)   |   |
| <b>3. Products/Services description</b>  | Vegetables, seedlings   |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>5. Where did you find relevant information?</b> | no  |
| <b>6. Company turnover during the last fiscal year</b>   | A: 0-20,000 euros<br><b>B: 20,001-50,000 euros</b><br>C: 50,001-100,000 euros<br>D: 100,001-250,000 euros<br>E: 250,000+ euros  |
| <b>7. Current number of employees</b>  | Permanent: 1<br>Seasonal: 6   |
| <b>8. Level of mechanization in production process (high, medium, low)</b>   | A. High<br>B. Medium<br>C. <b>Low</b>   |
| <b>9. Internal capacity in marketing and distribution</b>  | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br><b>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)</b><br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| Spontaneous.  |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| With own funds.   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| No  |

## Section 3: Business planning

|  |
|--|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last</b> |
|--|



|   |
|---|
| <b>modified?</b>  |
| Yes, but we are not updating it.  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| With the help of external expert.   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| No.   |
| <b>16. Would you ever use an online BP tool?</b>  |
| I don't know.   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| I don't know.   |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No.   |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| MS Word, Excel.   |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)                              |
| Local.  |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Alone at home and on the local markets.   |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| -   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b> |
| -   |
| <b>24. How do you find (local, national or international) partners?</b>   |
| -   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| -   |

**26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?**

No.

### Section 5: Information channels

**27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.**

(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?)

-

**28. How often do you use the internet in your company? What are the basic functions performed using the internet?**

(searching for information, using web applications, other...?)

We use internet often. We use it for help with the cultivation of various vegetables.

**29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):**

- A. Case studies
- B. Templates for BP / marketing plan
- C. Legislation
- D. Exports information
- E. Friendly farming practices
- F. Product certification
- G. Ecological issues
- H. Intellectual Property Rights
- I. Financial management tools
- J. Other...?

**30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):**

- A. Business planning
- B. Marketing planning
- C. Financial forecasts
- D. Loan amortization
- E. Break-even point analysis
- F. Starting costs calculation
- G. Cash flow
- H. Promotion campaign effectiveness
- I. Investment return (NPV-Net Present Value, ROI-Return on Investment)
- J. Other...?

### Section 6: Business collaborations

**31. Do you have any kind of collaboration with other companies in the industry?**

(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)

Yes. Usually other companies find us for collaboration.

**32. Do you have any collaboration with a University or a Research Centre?**

(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find

|                 |
|-----------------|
| relevant info?) |
| Occasionally.   |

## Questionnaire 9

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>E-ZAVOD, Slovenia</b>   |
| <b>Partner's Intervention Area</b>   | <b>Slovenia</b>  |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Barbara Kobale, Barbara@ezavod.si</b>   |

## Section 1: Business identity

|   |                                    |
|---|------------------------------------|
| <b>1. Company name</b>  | Farm Mohorič Robert                |
| <b>2. Address</b>   | Trnovska vas 33, 2254 Trnovska vas |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Livestock, agriculture             |
| <b>3. Products/Services description</b>   | Livestock, agriculture             |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)  | no                                 |
| <b>5. Where did you find relevant information?</b>  |                                    |
| <b>6. Company turnover during</b>   | A: 0-20,000 euros                  |

|   |   |
|---|---|
| the last fiscal year  | B: 20,001-50,000 euros<br>C: 50,001-100,000 euros<br><b><u>D: 100,001-250,000 euros</u></b><br>E: 250,000+ euros  |
| 7. Current number of employees                                      | Permanent: 2<br>Seasonal:   |
| 8. Level of mechanization in production process (high, medium, low) | A. High<br>B. <b><u>Medium</u></b><br>C. Low  |
| 9. Internal capacity in marketing and distribution                  | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br>B. <b><u>Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)</u></b><br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.)) |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| The farm was taken over from parents (tradition).   |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| When I took over the farm, I took it over in operation. For what major investments I take a loan or lease.  |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| No  |

## Section 3: Business planning

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes, we are preparing it on a regular basis (annually), depending on the need.  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| I and my family.  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| No.   |

|   |
|---|
| <b>16. Would you ever use an online BP tool?</b>  |
| No.   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Owner.  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No (no need, because we market our products via co-operative).  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| KOPOP forms that were prepared by the Ministry of Agriculture.  |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| National and EU.  |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| We market all our products via Co-operative Ptuj.   |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| -   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| -   |
| <b>24. How do you find (local, national or international) partners?</b>   |
| -   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| -   |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| -   |

#### Section 5: Information channels

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
|---|

|  |   |
|--|---|
| The biggest problem is that if you start a project, you need a lot of documentation.   |   |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?) |   |
| We use internet every day to check the weather. Via internet we get the bills for sells, we pay the bills, we registering the animals.   |   |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>  | A. Case studies<br>B. Templates for BP / marketing plan<br><b>C. Legislation</b><br>D. Exports information<br><b>E. Friendly farming practices</b><br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...?                        |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>   | A. Business planning<br>B. Marketing planning<br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...? |

### Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| -   |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| -   |

### Questionnaire 10

|                         |  |
|-------------------------|--|
| <b>Project Title:</b>   | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b> | <b>INNOVAGRO</b>   |



|  |  |
|--|--|
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>                       |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>UNIVERSITY OF BASILICATA</b>  |
| <b>Partner's Intervention Area</b>   | <b>Basilicata Region (Italy)</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Francesco Scorza,<br/>Assistant Professor, Innovagro Project Manager<br/>francesco.scorza@unibas.it</b> |

**Section 1: Business identity**

|   |  |
|---|--|
| <b>1. Company name</b>  | LUCANAPA   |
| <b>2. Address</b>   | Via Appia 226, Ruoti (PZ)  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Farming, processing (food and cosmetics), packaging, direct and in-direct distribution of labelled and not-labelled product.                 |
| <b>3. Products/Services description</b>   | Cultivation of Cannabis Sativa L: a fairly robust plant that can guarantee a good harvest while minimizing the canonical cultivation inputs. |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)  | No   |
| <b>5. Where did you find relevant information?</b>  |  |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000 euros<br>B: 20,001-50,000 euros<br>C: 50,001-100,000 euros<br><b>D: 100,001-250,000 euros</b><br>E: 250,000+ euros               |
| <b>7. Current number of employees</b>   | Permanent: 3 direct employees<br>Seasonal: --  |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | A. High<br>B. Medium<br><b>C. Low</b>  |
| <b>9. Internal capacity in</b>  | <b>A. High</b> (the company directly sells its product in the market   |

|                                   |   |
|-----------------------------------|---|
| <b>marketing and distribution</b> | <p>delivering packaging, promotion and distribution activities)</p> <p>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)</p> <p>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.)</p> |
|-----------------------------------|---|

## Section 2: Business foundation

|  |
|--|
| <p><b>10. How did you get the decision to set up your company?</b><br/>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)</p>  |
| <p>The company started from an individual idea of the founders. They developed their business in an associative group of people (NGO) connected with the opportunities to cultivate and exploit Cannabis Sativa L in the agro-food sector in 2014.</p> <p>It represents an alternative and innovative cultivation with high potential on primary and secondary material on food market</p> |
| <p><b>11. How did you finance your business?</b><br/>(Own funds, friends &amp; relatives, loan, venture capital, business angel, other...?)</p>  |
| <p>Own funds according with company share</p>  |
| <p><b>12. Did you submit a Business Plan for getting funds?</b></p>  |
| <p>Not is a structured way. Business plan elaboration is mainly based on informal practice oriented to internal company management.</p>  |

## Section 3: Business planning

|   |
|---|
| <p><b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b></p>   |
| <p>Yearly as management support tool oriented to activities management and budgeting</p>  |
| <p><b>14. Who wrote the BP? (If it exists)</b><br/>(owner, company executives, independent economist, consulting company, other...?)</p>  |
| <p>Company owners without formal external support (i.e. consultants)</p>  |
| <p><b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br/>(financial forecasts, marketing plan, other...?)</p>   |
| <p>The main difficulty is in the correct assessment of market prices and the reliability of forecasts. The specific market is very vulnerable and suffers from strong competition on price for primary raw material and processed products.</p> |
| <p><b>16. Would you ever use an online BP tool?</b></p>   |
| <p>Yes, if the tool may be friendly and accessible online</p>   |
| <p><b>17. How do you plan to prepare your next BP?</b><br/>(owner, company executives, independent economist, consulting company, other...?)</p>  |

|   |
|---|
| Company owners  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| Yes, in the medium term. It includes the programming of new products to be inserted for the market  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| Word and common software (not dedicated ones)   |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| National 90% (not local market), European (Germany, Spain, Poland)10%   |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Direct distribution<br>Online<br>Through third party distributors in the food sector  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| Normative and bureaucratic obstacles related to the distribution of the product (abroad they have clearer regulations compared to the national market)  |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| Presentation of the product at fairs<br>The associative form is a strength that also qualifies the capacity for networking and marketing of products  |
| <b>24. How do you find (local, national or international) partners?</b>   |
| Fairs, direct contacts through NGO associative channels   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| Not in a structured way   |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| Yes, nationally<br>1 every 2 months<br>Product promotion and sales contacts<br>We are contacted by the organizers also in reference to the innovative characteristics of the                                |

product in terms of environmental sustainability and biodegradability of the packaging

### Section 5: Information channels

**27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.**  
(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?)

Health authorizations and, in general, the authorization system for carrying out the activity

**28. How often do you use the internet in your company? What are the basic functions performed using the internet?**

(searching for information, using web applications, other...?)

Every day

Searching information, updating web site, marketing actions , promotion and communications, networking

**29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):**

- A. Case studies
- B. Templates for BP / marketing plan
- C. Legislation
- D. Exports information
- E. Friendly farming practices**
- F. Product certification
- G. Ecological issues**
- H. Intellectual Property Rights
- I. Financial management tools
- J. Other...? Packaging innovative**

**30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):**

- A. Business planning
- B. Marketing planning
- C. Financial forecasts
- D. Loan amortization
- E. Break-even point analysis
- F. Starting costs calculation
- G. Cash flow
- H. Promotion campaign effectiveness**
- I. Investment return (NPV-Net Present Value, ROI-Return on Investment)
- J. Other...?

### Section 6: Business collaborations

**31. Do you have any kind of collaboration with other companies in the industry?**  
(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)

Yes, supply chain contracts for the production of food products with your raw materials (and semi-finished products).

**32. Do you have any collaboration with a University or a Research Centre?**  
(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find

|   |
|---|
| relevant info?)   |
| <p>YES.</p> <p>Over the years, several collaborations with CNR, ALSIA, UNIBAS, aimed at the innovative use of products and by-products of the cultivation process. Agronomic aspects of the plant, phyto-extraction, etc.</p> |

### Questionnaire 11

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>UNIVERSITY OF BASILICATA</b>  |
| <b>Partner's Intervention Area</b>   | <b>Basilicata Region (Italy)</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <p>Francesco Scorza,</p> <p>Assistant Professor, Innovagro Project Manager</p> <p>francesco.scorza@unibas.it</p>               |

### Section 1: Business identity

|   |  |
|---|--|
| <b>1. Company name</b>  | BASILICATA ZAFFERANO   |
| <b>2. Address</b>   | Via Raia Di Monaci snc, Muro Lucano (PZ)                             |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Farming  |
| <b>3. Products/Services description</b>   | Produzione della spezia e dei bulbi per la coltivazione della pianta |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)  | No.  |
| <b>5. Where did you find</b>  |  |

|  |   |
|--|---|
| relevant information?  |   |
| <b>6. Company turnover during the last fiscal year</b>                     | A: 0-20,000 euros<br>B: 20,001-50,000 euros<br><b>C: 50,001-100,000 euros</b><br>D: 100,001-250,000 euros<br>E: 250,000+ euros  |
| <b>7. Current number of employees</b>                                      | Permanent: 2<br>Seasonal:   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | A. High<br><b>B. Medium</b><br>C. Low   |
| <b>9. Internal capacity in marketing and distribution</b>                  | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br><b>B. Medium</b> (the company realizes a ready to market product according to the specifications of distributors or external production order)<br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

## Section 2: Business foundation

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| In 2010, following a strong employment crisis, they reused land owned for saffron production as it was not present on the local market.   |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Own funds   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| No  |

## Section 3: Business planning

|  |
|--|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>                   |
| No   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?) |
| n.a.   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b>          |



|   |
|---|
| (financial forecasts, marketing plan, other...?)  |
| n.a.  |
| <b>16. Would you ever use an online BP tool?</b>  |
| n.a.  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| n.a.  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| Autonomously through the website  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| n.a.  |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| Local 10%; National 90%   |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Website and online, contacts with third party product distributors  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| Authorization obstacles and product certifications for export   |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| n.a.  |
| <b>24. How do you find (local, national or international) partners?</b>   |
| Direct contacts with local partners operating in the same sector  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| NO  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often? What is the aim? Do you achieve it? How do you find information about such events?</b> |
| Yes<br><br>3 times a year<br><br>Mainly Local and national events   |

## Section 5: Information channels

|   |   |
|---|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |   |
| Lack of information and technical/financial advice  |   |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |   |
| To sell the product through the website and take promotions   |   |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | <b>A. Case studies</b><br>B. Templates for BP / marketing plan<br>C. Legislation<br>D. Exports information<br><b>E. Friendly farming practices</b><br>F. Product certification<br><b>G. Ecological issues</b><br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...?                               |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | <b>A. Business planning</b><br><b>B. Marketing planning</b><br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...? |

## Section 6: Business collaborations

|   |
|---|
| <b>31. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| Yes, Only in terms of spice production (farming)  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| Yes.<br><br>The company was a case study relevant to scientific research. "Test fields" with respect to the producibility and characteristics of the plant by UNIBAS and CNR                      |

## Questionnaire 12

|  |  |
|--|--|
| <b>Project Title:</b>  | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>   |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>  |
| <b>Partner's Name</b>  | <b>UNIVERSITY OF BASILICATA</b>  |
| <b>Partner's Intervention Area</b>   | <b>Basilicata Region (Italy)</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | <b>Francesco Scorza,<br/>Assistant Professor, Innovagro Project Manager<br/>francesco.scorza@unibas.it</b>                     |

## Section 1: Business identity

|   |  |
|---|--|
| <b>1. Company name</b>  | LA CHIOCCIOLA  |
| <b>2. Address</b>   | Via Vittorio Emanuele 162, Tito (PZ)   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Livestock and processing for food and cosmetics  |
| <b>3. Products/Services description</b>   | Snail slime production   |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>5. Where did you find relevant information?</b>      | No   |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000 euros<br>B: 20,001-50,000 euros<br><b>C: 50,001-100,000 euros</b><br>D: 100,001-250,000 euros<br>E: 250,000+ euros |
| <b>7. Current number of employees</b>   | Permanent: 2 + 2 consultant  |

|  |   |
|--|---|
|  | Seasonal:   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | A. High<br>B. Medium<br><b>C. Low</b>   |
| <b>9. Internal capacity in marketing and distribution</b>                  | <b>A. High</b> (the company directly sells its product in the market delivering packaging, promotion and distribution activities)<br>B. Medium (the company realizes a ready to market product according to the specifications of distributors or external production order)<br>C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

**Section 2: Business foundation**

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| In 2017 the owners of the company started from a direct interest in this new form of production. They started from a best practice already established in Basilicata                              |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Own funds   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| Yes   |

**Section 3: Business planning**

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| No.   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| n.a.  |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| n.a.  |
| <b>16. Would you ever use an online BP tool?</b>  |
| n.a.  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |

|   |
|---|
| n.a.  |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| Extemporaneous actions delivered by company owners.   |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| Software generic, not specific tools are used   |

#### Section 4: Market/Distribution channels

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| Local 5%, National 95%  |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Web site, Amazon, distribution through third parties in the cosmetic sector   |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| n.a.  |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| Normative framework for the specific sector is at the very beginning and it is almost incomplete in ITALY   |
| <b>24. How do you find (local, national or international) partners?</b>   |
| n.a.  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| n.a.  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| Not yet. They are interested in short-term participation as exhibitors in national and international events   |

#### Section 5: Information channels

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
| Consulenza di start-up specifica per il settore (elicolitura)   |

|  |  |
|--|--|
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?) |  |
| Daily<br>oriented to product sales and promotion   |  |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>  | <b>A. Case studies</b><br>B. Templates for BP / marketing plan<br>C. Legislation<br>D. Exports information<br><b>E. Friendly farming practices</b><br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools<br>J. Other...?                               |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>   | A. Business planning<br><b>B. Marketing planning</b><br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment)<br>J. Other...? |

### Section 6: Business collaborations

|   |
|---|
| <b>31 Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)              |
| Agreement with external cosmetic laboratory for the preparation of cosmetics from primary raw material  |
| <b>32. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| Preliminary collaborations for the establishment of a spin-off with UNIBAS  |

### Questionnaire 13

|                       |  |
|-----------------------|--|
| <b>Project Title:</b> | <b>Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area</b> |
|-----------------------|--|

|  |  |
|--|--|
| <b>Project Acronym:</b>  | <b>INNOVAGRO</b>   |
| <b>Project No:</b>   | <b>ADRION613</b>   |
| <b>WP Code &amp; Title:</b>  | <b>T2: Development of innovative tools and services for the SMEs internalization</b>         |
| <b>Activity Code &amp; Title :</b>   | <b>T2.1: Information database</b>  |
| <b>Deliverable Code &amp; Title :</b>  | <b>T2.1.1: Collection of primary and secondary data</b>                                      |
| <b>Partner's Name</b>  | <b>UCCIAL, ALBANIA</b>   |
| <b>Partner's Intervention Area</b>   | <b>ALBANIA</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | Klotilda Binjaku, <a href="mailto:klotilda.binjaku@uccial.al">klotilda.binjaku@uccial.al</a> |

**Section 1: Business identity**

|   |  |
|---|--|
| <b>1. Company name</b>  | Doni Fruits  |
| <b>2. Address</b>   | Lushnje, Albania   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Distributing and packaging and processing fresh and dried fruits and vegetable   |
| <b>3. Products/Services description</b>   | From growing, collecting and packing to your desk. Everything we do is not to lose its freshness even if they are dry. |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>5. Where did you find relevant information?</b>      | No   |
| <b>6. Company turnover during the last fiscal year</b>  | D: 100,001-250,000 euros   |
| <b>7. Current number of employees</b>   | Permanent: 15  |



|  |  |
|--|--|
|  | Seasonal: 50   |
| <b>8. Level of mechanization in production process (high, medium, low)</b> | A. High  |
| <b>9. Internal capacity in marketing and distribution</b>                  | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities) |

## Section 2: Business foundation

|  |
|--|
| <p><b>10. How did you get the decision to set up your company?</b><br/>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)</p>  |
| <p>Born as a small family business since the beginning of 1956, Ahmet Ahmeti with activity, fruit and vegetable trade, During a long period of time, Ahmeti was developed mainly in different markets of Kosovo. The solid basis of experience, work and joint commitments as a tireless body, created reputation and were well known by the citizens of Feirzaj and from the surrounding area but also in Kosovo as well as by the correctness, cleanliness in activity, product quality, care to the customer and the great commitment to work.</p> <p>The pace of growth in activity, the persistent prospect with quite satisfactory economic and financial indicators, for the managers of this business, it was sensible to undertake an investment, which was the establishment of a new organizational unit in the Republic of Albania: with the idea of chain kit for collection, cultivation, marketing of fruit and vegetable products.</p> |
| <p><b>11. How did you finance your business?</b><br/>(Own funds, friends &amp; relatives, loan, venture capital, business angel, other...?)</p>  |
| <p>Own funds – reserves from the past.</p>   |
| <p><b>12. Did you submit a Business Plan for getting funds?</b></p>  |
| <p>No</p>  |

## Section 3: Business planning

|  |
|--|
| <p><b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b></p>                    |
| <p>Yes.</p>  |
| <p><b>14. Who wrote the BP? (If it exists)</b><br/>(owner, company executives, independent economist, consulting company, other...?)</p> |
| <p>Expert</p>  |

**15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?**

(financial forecasts, marketing plan, other...?)

**16. Would you ever use an online BP tool?**

Yes.

**17. How do you plan to prepare your next BP?**

(owner, company executives, independent economist, consulting company, other...?)

Consulting company or our intern expert.

**18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?**

yes, our intern Staf

**19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?**

(MS Word, Excel, ERP, other...?)

Ms Word, Exel

#### Section 4: Market/Distribution channels

**20. Which market is your company addressed to?**

(local, national, European, global, please give % based on last fiscal year, if possible)

National and Global, we export in 16 countries all over the world such as: Norway, Sweden, Netherlands, Swiss, Poland, Croatia etc.

**21. Distribution channels: How do you bring your products into the market?**

With our distributions partners.

**22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?**

Tax System of Albania, customs procedures of importing countries

**23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?**

Customs Procedures of importing Countries

|   |
|---|
| <b>24. How do you find (local, national or international) partners?</b>   |
| Through direct contact  |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| No  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| In Berlin, Germany  |

## Section 5: Information channels

|   |  |
|---|--|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |  |
| Taxation, infrastructure, ineffectual international economic agreements, Vat reimbursement  |  |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |  |
| Usually we use internet for information and to publish our product  |  |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | C. Legislation<br>D. Exports information<br><br>F. Product certification<br>G. Ecological issues<br>H. Intellectual Property Rights<br>I. Financial management tools             |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | A. Business planning<br>B. Marketing planning<br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow |

|  |   |
|--|---|
|  | H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment) |
|--|---|

**Section 5: Business collaborations**

|   |
|---|
| <b>32. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
|   |
| <b>33. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| No  |

**Questionnaire 14**

|  |   |
|--|---|
| <b>Project Title:</b>  | Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area |
| <b>Project Acronym:</b>  | INNOVAGRO   |
| <b>Project No:</b>   | ADRION613   |
| <b>WP Code &amp; Title:</b>  | T2: Development of innovative tools and services for the SMEs internalization   |
| <b>Activity Code &amp; Title :</b>   | T2.1: Information database  |
| <b>Deliverable Code &amp; Title :</b>  | T2.1.1: Collection of primary and secondary data  |
| <b>Partner's Name</b>  | UCCIAL, ALBANIA   |
| <b>Partner's Intervention Area</b>   | ALBANIA   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | Klotilda Binjaku, <a href="mailto:klotilda.binjaku@uccial.al">klotilda.binjaku@uccial.al</a>                            |

**Section 1: Business identity**

|   |   |
|---|---|
| <b>1. Company name</b>  | Komiteti Kafe Muzeum  |
| <b>2. Address</b>   | Fatmir Haxhiu Street, Tirana  |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Service of traditional products such as rakia and liquor from different parts of Albania                      |
| <b>3. Products/Services description</b>   | Liquor  |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>5. Where did you find relevant information?</b>      | no  |
| <b>6. Company turnover during the last fiscal year</b>  | C: 50,001-100,000 euros   |
| <b>7. Current number of employees</b>   | Permanent: 5<br>Seasonal:   |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | C. <u>Low</u>   |
| <b>9. Internal capacity in marketing and distribution</b>   | C. Low (the company realizes only primary production processes (cultivating land, livestock activities, etc.) |

**Section 2: Business foundation**

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?) |
| Deferred by the need to promote our culinary heritage and to restore past prescriptions and techniques.   |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |

|   |
|---|
| Own funds – reserves from the past.   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| A modest initial business plan. A business plan worked hard to achieve results on a loving job, often ignoring investment risks |

### Section 3: Business planning

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes. Each year, the share of objectives and investments is renewed.   |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Finance expert in co-operation with executives.   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| The business plan in Albania is like a fortune teller. On paper is beautiful but in reality materialises all surprises along the way.                                       |
| <b>16. Would you ever use an online BP tool?</b>  |
| No.   |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Independent economist   |
| <b>18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?</b>   |
| No  |
| <b>19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?</b><br>(MS Word, Excel, ERP, other...?) |
| Harmonization of some programs together such as word excel etc.   |

**Section 4: Market/Distribution channels**

|   |
|---|
| <b>20. Which market is your company addressed to?</b><br>(local, national, European, global, please give % based on last fiscal year, if possible)  |
| Local   |
| <b>21. Distribution channels: How do you bring your products into the market?</b>   |
| Only through our Committee  |
| <b>22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?</b>   |
| It is not yet our short-term foreign market objectives  |
| <b>23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?</b>                             |
| Electronic form on the website of the respective Albanian institutions  |
| <b>24. How do you find (local, national or international) partners?</b>   |
| Through direct knowledge sessions   |
| <b>25. Have you conducted a market research in a foreign market?</b>  |
| Online  |
| <b>26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?</b> |
| We have not tried yet for such events   |

**Section 5: Information channels**

|   |
|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |
| Missing human resources are the main concern  |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |



|   |                               |
|---|-------------------------------|
| The Internet is mostly used for real-time online expenditure and revenue control systems.   |                               |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b> | I. Financial management tools |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>          | F. Starting costs calculation |

### Section 5: Business collaborations

|   |
|---|
| <b>32. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)             |
| In our case it is the whole system set up on co-operation because we are not the producers of base matter.  |
| <b>33. Do you have any collaboration with a University or a Research Centre?</b><br>(Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
| Not for the moment but it would be of interest to the future.   |

### Questionnaire 15

|                                       |   |
|---------------------------------------|---|
| <b>Project Title:</b>                 | Development of an innovative network for the promotion of extroversion of agro-food companies in Adriatic – Ionian Area |
| <b>Project Acronym:</b>               | INNOVAGRO   |
| <b>Project No:</b>                    | ADRION613   |
| <b>WP Code &amp; Title:</b>           | T2: Development of innovative tools and services for the SMEs internalization   |
| <b>Activity Code &amp; Title :</b>    | T2.1: Information database  |
| <b>Deliverable Code &amp; Title :</b> | T2.1.1: Collection of primary and secondary data  |
| <b>Partner's Name</b>                 | UCCIAL, ALBANIA   |

|  |  |
|--|--|
| <b>Partner's Intervention Area</b>   | <b>ALBANIA</b>   |
| <b>Responsible person for filling the questionnaire (name, position, e-mail)</b> | Klotilda Binjaku, <a href="mailto:klotilda.binjaku@uccial.al">klotilda.binjaku@uccial.al</a> |

**Section 1: Business identity**

|   |   |
|---|---|
| <b>1. Company name</b>  | Olive Oil Subashi   |
| <b>2. Address</b>   | Marikaj, Tirana   |
| <b>3. Field of activity</b><br>(farming, processing agro-food prime material, packaging, distributing, quality check/certification, other services) | Processing agro-food prime material   |
| <b>3. Products/Services description</b>   | We do not produce simply olive oil for consumption, which we trade in our stores with the Subashi logo, but we have also experimented with the production of essential oil-based cosmetic products as well as in the production of spicy oil, alternating with the medicinal plants that we grow in our garden, and having nutritional and curative values. |
| <b>4. Are your products certified?</b><br>(organic, PDO, AgroCert, GlobalGAP, other...?)<br><b>5. Where did you find relevant information?</b>      | NO  |
| <b>6. Company turnover during the last fiscal year</b>  | A: 0-20,000 euros   |
| <b>7. Current number of employees</b>   | Permanent: 1<br>Seasonal: 4   |
| <b>8. Level of mechanization in production process (high, medium, low)</b>  | C. <u>Low</u>   |
| <b>9. Internal capacity in marketing and distribution</b>   | A. High (the company directly sells its product in the market delivering packaging, promotion and distribution activities)  |

**Section 2: Business foundation**

|   |
|---|
| <b>10. How did you get the decision to set up your company?</b><br>(Did you undertake a market research? A business plan? Did you talk with your friends? How did you find relevant information?)   |
| We have a heritage in the cultivation of olive and its production derived from our family. Olive oil is an old tradition of this area, even according to the oldest of the family of Subashi, who is a historian of the area, has historical documents that show that in the 17-18th century from this area (Marikaj-Preze-Ndroq- Tirana), the oil was exported to the Republic of Venice and Saint Mark. While at the time of the Ottoman Empire, this area provided olive oil to the Sultan family. |
| <b>11. How did you finance your business?</b><br>(Own funds, friends & relatives, loan, venture capital, business angel, other...?)   |
| Own funds – reserves from the past.   |
| <b>12. Did you submit a Business Plan for getting funds?</b>  |
| No  |

**Section 3: Business planning**

|   |
|---|
| <b>13. Has your company developed a Business Plan (BP)? Is it updated annually? When it was last modified?</b>  |
| Yes.  |
| <b>14. Who wrote the BP? (If it exists)</b><br>(owner, company executives, independent economist, consulting company, other...?)  |
| Owner in collaboration with general manager   |
| <b>15. What difficulties did you face while writing your BP? In which part of it, would you like to have some help?</b><br>(financial forecasts, marketing plan, other...?) |
| In Marketing plan we need more help   |
| <b>16. Would you ever use an online BP tool?</b>  |
| Maybe.  |
| <b>17. How do you plan to prepare your next BP?</b><br>(owner, company executives, independent economist, consulting company, other...?)                                    |
| Consulting company and independent economist  |

**18. Has your company got a Marketing Plan? Is it a written text? Who wrote it?**

No

**19. What kind of tools does your company use for business planning and for commercial and financial monitoring on a daily basis?**  
(MS Word, Excel, ERP, other...?)

MS Word, Excel

#### Section 4: Market/Distribution channels

**20. Which market is your company addressed to?**

(local, national, European, global, please give % based on last fiscal year, if possible)

National

**21. Distribution channels: How do you bring your products into the market?**

With our distributions partners.

**22. What were (or are) the main obstacles your company had (has) to overcome, in order to enter foreign markets?**

Tax System of Albania, a lack in export informations, we sell only in BIO Organic shops which have specific requirements

**23. What information is crucial for your business to have about a foreign country in order to start there an export activity? How/where would you find this information?**

Electronic form on the website of the ministry it might be a good form. Online platforms for companies to sell or and buy in EU countries so our expert can look after to make contact for distributions agreements.

**24. How do you find (local, national or international) partners?**

Through direct contact

**25. Have you conducted a market research in a foreign market?**

No

**26. Does your company participate in (regional, national, international) fairs and exhibitions? Where? How often; What is the aim? Do you achieve it? How do you find information about such events?**

Yes, Green Market Berlin, Twice.

## Section 5: Information channels

|   |   |
|---|---|
| <b>27. What are (were) the main issues of concern, while doing business? Especially at the beginning of your business activity, but also along the way.</b><br>(taxation, accounting, funding, company form, strategy formulation, intellectual property rights, logo design, operating licenses, infrastructure, website, marketing, exports, other...?) |   |
| Taxation, infrastructure, marketing for product Made in Albania, Certification of olive groves as autochthonous olives  |   |
| <b>28. How often do you use the internet in your company? What are the basic functions performed using the internet?</b><br>(searching for information, using web applications, other...?)  |   |
| Usually we use internet for informations and to publish our product   |   |
| <b>29. What would you consider as the most useful information, if it was available online? Choose the most important (one or more):</b>   | B. Templates for BP / marketing plan<br><br>D. Exports information<br><br>F. Product certification<br><br>H. Intellectual Property Rights<br>I. Financial management tools  |
| <b>30. If there were some free online tools, which do you think would be the most important / useful (choose one or more):</b>  | A. Business planning<br>B. Marketing planning<br>C. Financial forecasts<br>D. Loan amortization<br>E. Break-even point analysis<br>F. Starting costs calculation<br>G. Cash flow<br>H. Promotion campaign effectiveness<br>I. Investment return (NPV-Net Present Value, ROI-Return on Investment) |

## Section 5: Business collaborations

|  |
|--|
| <b>32. Do you have any kind of collaboration with other companies in the industry?</b><br>(What kind? Are you a member of a cluster? Aiming on what? How did you find relevant info?)  |
| Subashi oil is honored with the "Quality Vulnerability" 2014 by the Ministry of Agriculture, Rural Development and Water Management. We are also valued with a number of awards at the national olive oil fairs and contests in the country. |
| <b>33. Do you have any collaboration with a University or a Research Centre?</b>   |

|   |
|---|
| (Occasionally or on a permanent base? What is the aim of this collaboration? How did you find relevant info?) |
|---|

|    |
|----|
| No |
|----|

## ANNEX V: Primary and secondary data (INSULEUR)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster  | Description<br>(50-100 words)   | Contact info<br>(name, organization, address,<br>email, telephone number,<br>website)   | Website<br>(URL)  |
|--|---|---|---|
| Organic Products Cluster   | Organic Products Cluster (O.P.C.) is a nonprofit, nationwide organization that has been set up by the Federation of Industries of Northern Greece (F.I.N.G.) on March of 2006 with a vertically integrated structure, which supports all actors involved to the supply and marketing chain of the organic sector. Furthermore O.P.C. provides supporting tools and information services for the promotion of the organic products to enterprises and consumers  | Symeonidis Dimitrios (President of Board of Directors), Morihovou square, 54625, Thessaloniki, tel.: +30 2310 539817, fax: +30 2310 541491, e-mail: <a href="mailto:info@biocluster.gr">info@biocluster.gr</a>              | <a href="http://www.biocluster.gr">http://www.biocluster.gr</a>         |
| Wine Producers Association of the Northern Greece Vineyard "Wine Roads of Northern Greece" | The Association is a not-for-profit non-stock corporation which aim is to support the vine-growing and wine-making tradition and give the opportunity to Greek and foreign visitors to discover the hospitality of the vineyards of Northern Greece, including Epirus and Thrace. Its objectives are building up the image of the wines of the Northern Greece Vineyard and promoting them in Greece and abroad; participating in international trade fairs in Greece and abroad; and offering visitors an all-round wine tourism | Boutaris Stylianos (President of Board of Directors), 90 Giannitson str, 54627 Thessaloniki, tel: +30 2310 281617 & +30 2310 281632, fax: +30 2310 281619, e-mail: <a href="mailto:info@wineroads.gr">info@wineroads.gr</a> | <a href="https://www.wineroads.gr/en/">https://www.wineroads.gr/en/</a> |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)



|  |  |  |   |
|--|--|--|---|
|  | proposal. Cluster includes selected hotels, restaurants, local produce and outdoor activities businesses, in order to collectively create a framework for the support of the Greek cultural and gastronomic tradition  |  |   |
| Wines of Crete                           | “Wines of Crete” is a non-profit organization, created by a small group of winemakers of the island. W.O.C is representing a 90% of the Cretan winemakers, focusing in spreading the word for indigenous quality wine and for Crete Island, as an upcoming wine tourism destination  | Karavitakis Nikolaos (President of Chania - Rethymnon Winemakers’ Network) & Douloufakis Nikolaos (President of Heraklion Winemakers’ Network), Archimidous 1 & Ikarou str., 71306, Heraklion, Crete, tel: +30 2816 007940, e-mail: <a href="mailto:info@winesofcrete.gr">info@winesofcrete.gr</a> | <a href="http://www.winesofcrete.gr">http://www.winesofcrete.gr</a>               |
| Olive Oil Producer Organization – Nileas | In 2002, 55 olive producers in region of western Messinia established the non-profit company with the distinctive title “Nileas”, which purpose is to implement a system of integrated/environmental management regarding olive tree cultivation. In early 2004 members established the homonymous cooperative for the purpose of marketing of their olive oil. Nileas currently has 70 producers/members with 3,290 acres and average production is around 400 tones. Its goals include contribution to the protection of the natural environment and support to organic olive tree farmers | Zontanou Efi (Communications Coordinator), 36 Agiou Dimitriou str., 24600, Chora Messinia, Greece, tel.: (+30) 27630 31752, fax: (+30) 27630 31023, e-mail: <a href="mailto:opnileas@yahoo.gr">opnileas@yahoo.gr</a>   | <a href="https://www.nileasoliveoil.gr/en/">https://www.nileasoliveoil.gr/en/</a> |
| Chios Mastiha Growers Association        | It was founded in 1938 and represents an entity that has undertaken the exclusive management of natural Protected Designation of Origin Chios Mastiha in Greece and abroad. Today, it has approximately 4,500 members. The main business concern support offered to mastiha growers-associates and the production and trade of mastiha products (mastiha oil, mastiha oil flavour, mastiha powder, mastiha water). Its trade activity is mostly exporting (approximately 70% of Chios mastiha annual   | Toumpos George (President of Board of Directors), K. Monomachou 1, 82100 Chios Greece, tel.: (+30) 22710 21001, fax: (+30) 22710 26700, e-mail: <a href="mailto:info@gummastic.gr">info@gummastic.gr</a>   | <a href="https://www.gummastic.gr/en/">https://www.gummastic.gr/en/</a>           |

|   |  |  |   |
|---|--|--|---|
|   | production)  |  |   |
| Agricultural Cooperative of Bean Producers in Prespes National Park – PELICAN | The cooperation was founded for the promotion of Prespes beans, a product designated as Protected Geographical Indication (PGI). Nowadays, it counts 31 members with a percentage over 50% of the Prespes beans production. The cooperation is active in the production, packaging and marketing of Prespes beans. Moreover, for the cultivation of Prespes beans for environmental protection but also for the quality and safety assurance, it implements Integrated Management System. Moreover, it helps its members by providing them with technical assistance and helps in the development of rural tourism in the region | Nalpantidis Constantine<br>(President of Board of Directors),<br>Neck Florina, 53077, Greece, tel.:<br>(+30) 23850 51855, fax: (+30)<br>23850 51856, e-mail:<br><a href="mailto:info@prespabeans.gr">info@prespabeans.gr</a> | <a href="http://www.prespabeans.gr">http://www.prespabeans.gr</a> |

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional<br>program or<br>initiative,<br>legislation,<br>regulation) | Responsible authority  | Description (50-100 words)   | File <sup>2</sup> or link (URL)   |
|--|--|--|---|
| National legislation<br>No. 4384/2016  | Hellenic Republic, Ministry of<br>Rural Development and Food | Agricultural cooperatives, forms of collective organization in rural areas (terms of establishment; rights and obligations; financial management; agronutritional cooperations; producers' organizations; producers' organizations for PDO/PDI products) | <a href="http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/nomos4384_2016_fek78.pdf">http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/nomos4384_2016_fek78.pdf</a> |

<sup>2</sup> Attach file or give the appropriate link

|   |   |   |   |
|---|---|---|---|
| National legislation<br>(Ministerial Decision) No. 397/18235/2017   | Hellenic Republic, Ministry of Rural Development and Food | Competent authority, procedure and supporting documents for recognition of Producer Organizations and their Associations, supplementing Regulation (EU) No 1308/2013  | <a href="http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/fek6012017_omades_paraggon.pdf">http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/fek6012017_omades_paraggon.pdf</a> |
| National legislation<br>(Ministerial Decision) No. 2430/110502/2017 | Hellenic Republic, Ministry of Rural Development and Food | Amendment of Ministerial Decision) No. 397/18235/2017   | <a href="http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/ya24302017_trop397.pdf">http://www.minagric.gr/images/stories/docs/agrotis/synergatismos/ya24302017_trop397.pdf</a>                 |
| European regulation (EU) No. 880/2012                               | European Commission                                       | Transnational cooperation and contractual negotiations of producer organisations in the milk and milk products sector, supplementing Council Regulation (EC) No 1234/2007, clarifying the responsibility of the Member States involved; setting conditions of administrative assistance to be given in the case of transnational cooperation; and calculating the volume of raw milk covered by the negotiations between recognised producer organisations and processors or collectors of raw milk   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32012R0880&amp;from=en">https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32012R0880&amp;from=en</a>                       |
| European regulation (EU) No. 1308/2013                              | European Parliament and Council of the European Union     | Establishment of common organisation of the markets in agricultural products and repealing Council Regulations (EEC) No 922/72, (EEC) No 234/79, (EC) No 1037/2001 and (EC) No 1234/2007 (description of products and contains references to the headings or subheadings of the combined nomenclature; differentiated system of market support for the different sectors; marketing years; general provision on public intervention and aid for private storage; rules concerning marketing and producer; trade with third countries organizations) | <a href="https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2013:347:0671:0854:EN:PDF">https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2013:347:0671:0854:EN:PDF</a>                     |
| European regulation (EU) No. 615/2014                               | European Commission                                       | Detailed rules for the application of Regulation (EU) No 1306/2013 of the European Parliament and of the Council and Regulation (EU) No 1308/2013 of the European Parliament and of the Council in respect of work programmes to support the olive oil and table olives sectors (implementation of work programmes in the olive oil   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32014R0615&amp;from=EN">https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32014R0615&amp;from=EN</a>                       |

|                                       |                     |  |   |
|---------------------------------------|---------------------|--|---|
|                                       |                     | and table olives sector, amendments to these, disbursement of aid, including advance payments, procedures to be followed and amount of the security to be lodged when submitting a request for approval of a work programme and when an advance on aid is paid)  |   |
| European regulation (EU) No. 232/2016 | European Commission | This Regulation lays down rules supplementing Regulation (EU) No 1308/2013 with regard to certain aspects of producer cooperation. It applies without prejudice to the specific rules laid down in the following regulations: (a) Commission Implementing Regulation (EU) No 543/2011 (3) as regards the fruit and vegetables sector; (b) Commission Delegated Regulation (EU) No 880/2012 (4) and Commission Implementing Regulation (EU) No 511/2012 (5) as regards the milk and milk products sector; and (c) Commission Delegated Regulation (EU) No 611/2014 (6) as regards the olive-oil and table-olives sector | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32016R0232&amp;from=en">https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32016R0232&amp;from=en</a> |
| European regulation (EU) No. 558/2016 | European Commission | Agreements and decisions of cooperatives and other forms of producer organisations in the milk and milk products sector on the planning of production  | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32016R0558&amp;from=EN">https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32016R0558&amp;from=EN</a> |

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network | Description<br>(50-100 words) | Contact info<br>(name, organization, address, email, telephone number, website) | Website<br>(URL) |
|-----------------|-------------------------------|---|------------------|
|-----------------|-------------------------------|---|------------------|

|   |   |   |   |
|---|---|---|---|
| Venus Growers   | Venus Growers was founded in 1964 and it began as a cooperation of farmers distributing fruits and vegetables (especially peaches). It is considered as a leading player in the export of fresh fruit and processed/canned products (fruits), mainly to Europe, America, Far East and Australia. Furthermore, it operates fruit juice production line facility. Besides ISO and IFS, Venus Growers is certified with HALAL and KOSHER   | Markovitis Antonios (President of Board of Directors), R.R Station of Veria, P.O. Box 03, 59131, Veria, Greece, tel.: (+30) 23310 23311, fax: (+30) 23310 20488, e-mail: <a href="mailto:info@venusgrowers.gr">info@venusgrowers.gr</a> | <a href="http://www.venusgrowers.gr/en">http://www.venusgrowers.gr/en</a>                         |
| United Winemaking Agricultural Cooperative of Samos (UWC SAMOS)                                     | The UWC Samos is one of the oldest cooperatives in Greece and one of the basic Greek wine ambassadors abroad, with exports all over the world. It was founded in 1934 and nowadays, 2,200 producers participate in the Cooperative as members. It receives the grapes, produces the wine and trades almost the entire production of the island. The average annual production is approximately 5.000.000 liters while exports constitute 70% of the production  | Kariotoglou Ilias (General Manager), Malagari, 83100, Samos, Greece, tel.: (+30) 22730 87510, fax: (+30) 22730 23907, e-mail: <a href="mailto:info@samoswine.gr">info@samoswine.gr</a>  | <a href="http://samoswine.gr/en/">http://samoswine.gr/en/</a>                                     |
| Union of Agricultural Cooperatives of Peza Heraklion Crete – PEZA Union                             | PEZA Union's constitutes a model organization at the agro-cooperative area since 1933. It produces wine from 15,000 tons of wine grapes yearly while at the 2 private oil factories 6.000 tons of olives are grinded. The bottling of olive oil reaches the 2,000 tones while of wine the 8,000 tones every year. It is certified with International Environmental Product Declarations (EPD) system, that presents transparent, verified and comparable information about the life-cycle environmental impact of products  | Fragkiadoulakis George (President of Board of Directors), Kalloni, 70100, Heraklion, Crete, Greece, tel.: (+30) 2810 741945, fax: (+30) 2810 741528, e-mail: <a href="mailto:salesmanager@pezaunion.gr">salesmanager@pezaunion.gr</a>   | <a href="http://www.pezaunion.gr/index.php?lang=en">http://www.pezaunion.gr/index.php?lang=en</a> |
| Agricultural Cooperative for Processing Fruit and Vegetables in Velvento Kozanis – ASEPOP VELVENTOU | It has approximately 400 active members who currently cultivate about 6,500 acres with peaches; nectarines; apples; kiwi fruit; prunes; nashi pears; quinces; apricots; and cherries, and their total production exceeds 14,000 tons. The cooperative itself distributes this produce to large supermarket chains, but also to various large markets in Greece. It also exports large quantities to countries such as Poland, the Czech Republic, Hungary, Serbia, Ukraine, Slovakia, Bulgaria, Romania, Cyprus and Egypt. ASEPOP exports 40% of its total production | Koutliampas Nikolaos (President of Board of Directors), Velventos Kozanis, 50400, Kozani, Greece, tel.: (+30) 24640 31333, fax: (+30) 24640 31924   | <a href="https://asepop.gr/en/">https://asepop.gr/en/</a>   |

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|---|---|--|---|
| Ioannina Agricultural Poultry Cooperative – PINDOS  | Starting 60 years ago, 7 farmers from Ioannina decided to deal with the production of poultry as supplement in their income. PINDOS today reaches more than 500 members producers poulterers and slaughters more than 600.0000 chickens per week. PINDOS has its own distribution network, while it exports its products to selected countries in the Balkans, as well as some countries of the world such as Cyprus, Italy, China, and Turkey. Besides poultry products, PINDOS can also produce a vast variety of agricultural products (e.g. feedmill products, compost plant and hatchery) while offers many frozen products (e.g. frozen meat, frozen vegetables)  | Dimitriou Andreas (President of Board of Directors), Rodotopi, 45500, Ioannina, Greece, tel.: (+30) 26510 57500, fax: (+30) 26510 57576, e-mail: <a href="mailto:info@pindos-apsi.gr">info@pindos-apsi.gr</a>                    | <a href="https://www.pindos-apsi.gr/en/">https://www.pindos-apsi.gr/en/</a> |
| Agricultural Cooperative of Zagora-Pelion – ZAGORIN | The cooperative is one of the oldest co-operatives, since it was established in 1916. The cooperative produces apples of high quality, tested and certified with the qualification of Protected Designation of Origin (PDO) by using the “Integrated Production” method, as well as sorts and packages pears, cherries, kiwi and chestnuts while produces molasses with PDO Pelion firiki which was awarded with the Superior Taste Award in 2018. Nowadays, cooperative holds export activity in Balkans, plenty European countries, Israel, Egypt and Jordan  | Antonios Laskos (President of Board of Directors), Zagora Pelion, 37001, Greece, tel.: (+30) 24260 22450, fax: (+30) 24260 22950, e-mail: <a href="mailto:zagora@otenet.gr">zagora@otenet.gr</a>                                 | <a href="https://zagorin.gr/en/">https://zagorin.gr/en/</a>                 |
| Farmers’ Cooperative of Thessaly – THESGI           | Cooperative was founded in 2013 and today numbers 72 members. The head office is situated in Larissa and the croplands of its members (30.000 acres cultivated with cereals, vegetables, legumes-crop feed and cotton) are extended throughout Thessaly. Cooperative aims to ensure production programming and its adjustment to the demand for agricultural products, particularly from a quantitative and qualitative point of view; promote the assemblage of supply and distribution of the production of the members of the cooperative; reduce production costs by achieving economies of scale; and create added value to the products it produces by standardization and processing. THESgi has expanded to the processing sector through the Flour and Flour Mixtures which are disposed to bakers | Kalfountzos Panagiotis (President of Board of Directors), 3 <sup>rd</sup> klm Larissa-Volos, 41336, Larissa, Greece, tel.: (+30) 2410 579904, fax: (+30) 2410 579905, e-mail: <a href="mailto:info@thesgi.gr">info@thesgi.gr</a> | <a href="https://www.thesgi.gr/en">https://www.thesgi.gr/en</a>             |

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| Agronutritional Cooperation of the Region of Crete | The cooperation was founded in March 2012 and is a non-profit company. It aims at supporting the agro-nutritional sector and the products of Crete, focusing on the strategic development of the primary and secondary sector and linking them directly to the tourism and catering establishments. Within this framework it organizes seminars and informative events. The main advantage of this carrier is the institutional role that it holds, since it operates in the service of the farmer, the manufacturer, the merchant, the craftsman, of the local community and generally of the products, ensuring a relationship of trust and stability between them | Kouroupakis Anastasios (President of Board of Directors), 15 M. Mousourou str/, office 109, 71201, Heraklion, Crete, Greece, tel.: (+30) 2813 410214, fax: (+30) 2813 410219 | <a href="http://www.agrocrete.com">www.agrocrete.com</a> |
|--|--|--|--|

## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan       | Responsible person/ organization | Description (50-100 words)  | File <sup>5</sup> or link (URL)                             |
|---------------------------|----------------------------------|---|---|
| PDO Feta. Let's Get Real! | ELDO-DEMETER                     | This proposal aims to promote the European PDO Feta cheese in the markets of Germany, the UK, France, USA and Canada through a 3-year programme (2018-2021). It has the following objectives: a) provide information and raise awareness among the target audience about the fact that European PDO Feta is the only authentic Feta and as such, it is produced in Greece; and b) achieve a significant increase in European PDO Feta exports in the target markets. The plan includes a variety of communication activities, advertising, PR activities, | <a href="http://www.fetapdo.eu/">http://www.fetapdo.eu/</a> |

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link



|  |   |   |   |
|--|---|---|---|
|  |   | web presence, tasting days, special events, fairs, etc. All these activities are addressed to specific target groups, such as opinion leaders, professionals and consumers and therefore, the proposed activities are both B2B and B2C  |   |
| Santorini Volcanic Terroir   | Union of Thiraic Products Cooperatives  | The main objectives of the project are to inform the target-audience on the Union's quality schemes and to increase the market share of Santorini PDO products (Santorini Wine PDO, Santorini Fava PDO and Santorini Cherry Tomato PDO). Through the project, products' presence will increase in the USA and Canadian markets through a 3-year programme (2018-2021). The project includes advertising, social media, press office functions, educational workshops, dinner events, visits to Europe, in-store tastings, trade show participation and many more, in order to cultivate the interest of target audiences and engage them in an on-going dialogue about PDO products | <a href="http://santorinivolcanicterroir.eu/">http://santorinivolcanicterroir.eu/</a> |
| Information provision and promotion measures on fresh fruits in Saudi Arabia and the UAE | Agricultural Cooperative for Processing Fruit and Vegetables in Velvento Kozanis – ASEPOP VELVENTOU | The promotional plan aims to promote the European fresh fruits, which have unique features in terms of quality, freshness and taste, and are produced under the strict European standards with specific activities in the target countries (Saudi Arabia and the United Arab Emirates), like technological means, printed materials, participation in trade fairs, study trips and press events, over a period of 3 years (2018 -2021). The promoted products of the action are peaches, nectarines, apples, kiwis, cherries, table grapes and apricots   | n/a yet   |
| OLIVE YOU, European Table Olives   | Panhellenic Association of Table Olives Processors, Packers and Exporters (PEMETE)                  | Promotional plan aims to promote the European table olive to Germany, Great Britain, France, Poland, Sweden, Austria, Australia, Russian Federation, Saudi Arabia, United Arab Emirates, Canada and United States. It includes a variety of communication tools, strong web presence and face-to-face activities, such as promotion in selling points, gourmet food trucks and seminars to culinary schools. At the same time, the campaign includes B2B activities like participation at the major food exhibitions in the six target markets, over a period of 3 years (2017 -2020). Target groups include consumers, opinion leaders and distributors in the food sector         | <a href="http://www.oliveyou-eu.eu/">http://www.oliveyou-eu.eu/</a>                   |
| The European Food Masters... taste the   | Agronutritional Cooperation of the Region of Crete  | It is a 3-year (2017-2020) information and promotion campaign for PDO, PGI and organic products in the internal market (Greece and Germany). The main objectives include raise of the level of recognition of these products and of   | <a href="http://www.agrocrete.com/efm/">http://www.agrocrete.com/efm/</a>             |

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| authentic                             |  | exports to Germany and involves as target groups, consumers and wholesalers/distributors/importers as well. Activities consist of press office, online communication, print and television advertising, participation in trade fairs, business delegation missions and hosting of professional traders, journalists and public opinion makers   |   |
| Meet the Lamb                         | National Interbranch Organisation for Meat (EDOK)    | It is a 3-year (2017-2020) promotional plan and the target countries are Greece, Italy and Spain. It aims to showcase the quality of European sheep meat, raise public awareness regarding its quality benefits (traceability, production guarantees, animals welfare, extensive breeding, natural feeding), and increase its popularity, and by extension its consumption, in the markets of these countries. The action is targeting both professionals and consumers, with activities tailor-made to the needs of each group and the specificities of each market, through both informational and promotional activities | <a href="http://meetthelamb.eu/en/">http://meetthelamb.eu/en/</a>                                   |
| Have a Peach Day!                     | Hellenic Canned Fruit Industry Network (DELCOF) S.A. | Greece is the top European exporter of peach compote representing 80% of the total European exports to third countries. The 3-year programme (2016-2019) is targeting three continents (Americas, Africa and Asia) and six markets of global and regional importance; Canada, Mexico and Bolivia, Israel, Egypt and Vietnam. Promotional plan aims to enhance the image of the produce as of high quality and safety and enforce relations with specific segments of each market. It includes "branding", web media and brochures, fairs, promotion actions advertising and public relation aiming                          | <a href="https://www.haveapeachday.eu/index.php/en/">https://www.haveapeachday.eu/index.php/en/</a> |
| European PDO products: Precious Drops | Chios Mastiha Growers Association                    | A 3-year (2016-2019) information and promotion programme focusing on three PDO products from Greece (PDO Masticha Chiou, PDO tsikla Chiou and PDO matichelaio Chiou); The programme targets the USA, Japan and South Korea and includes advertising actions, online campaign (Facebook, twitter, YouTube), visits to the product area, information seminars, and points of sales promotion  | <a href="https://www.precious-drops.eu/">https://www.precious-drops.eu/</a>                         |
| European Currants                     | Agricultural Cooperatives' Union of Aeghion S.A.     | The campaign promotes currants in the markets of U.S.A., Canada, and additionally United Arab Emirates and Australia. The campaign aims to strengthen the image of European currants or stimulate their demand and to increase the awareness on the European currants, focusing on their advantages and usages, and strengthen their image in the new markets (U.A.E. and   | <a href="http://www.eu-currants.eu/site/en/">http://www.eu-currants.eu/site/en/</a>                 |

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|                       |  | Australia). The actions of the campaign comprise printed materials promotion and information with electronic media, participation in trade fairs, promotion in the points of sales, advertising and public relations. The duration of the programme is 3 years (2016-2019)   |   |
| Premium European Kiwi | Agricultural Cooperative of Chrysohori 'Nespar' (coordinator),<br>Agricultural Cooperation of Nestos, Alkyon S.A.,<br>Gousteria S.A. | The programme aims at informing about the high quality characteristics and health benefits of the European/Greek kiwi, and ensuring the promotion thereof in selected third countries (China, United Arab Emirates; Canada) where exports prospects are deemed valuable. The target groups are consumers, general public, doctors and nutritionists, opinion leaders and journalists. It is a three year programme (2016-2019) | <a href="https://premiumeuropeankiwi.eu/#">https://premiumeuropeankiwi.eu/#</a> |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study                        | Responsible person/ organization  | Title of EU funded project  | Description (50-100 words)  | File <sup>6</sup> or link (URL)   |
|---------------------------------------|-----------------------------------|---|---|---|
| Agri-food Value Chain Analysis Report | Q-PLAN International Advisors Ltd | Capitalising the full potential of on-line collaboration for SMEs innovation support in the Agri-Food ecosystem (INNO-4-AGRIFOOD) | INNO-4-AGRIFOOD is an EU-funded project set on fostering and stimulating online collaboration for innovation amongst SMEs active within the European Agri-food Ecosystem. To this end, project aims at delivering a suite of ICT tools to support the delivery of the novel online collaboration for innovation support | <a href="https://inno4agrifood.eu/assets/content/publication/D1.1_Agrifood%20Value%20Chain%20Analysis_vPublic.pdf">https://inno4agrifood.eu/assets/content/publication/D1.1_Agrifood%20Value%20Chain%20Analysis_vPublic.pdf</a> |

<sup>6</sup> Attach file or give the appropriate link

|  |  |   |   |   |
|--|--|---|---|---|
|  |  |   | services and a series of e-training courses   |   |
| Opportunities and Barriers in the Present Regulatory Situation for System Development  | Wageningen University and Research                                 | Internet of Food and Farm 2020 – IoF2020                          | The project Internet of Food & Farm 2020 explores the potential of IoT-technologies for the European food and farming industry. 19 use-cases organized around 5 trials (arable, dairy, fruits, meat and vegetables) develop, test and demonstrate IoT technologies in an operational farm environment all over Europe. Project uses a lean multi-actor approach focusing on user acceptability, stakeholder engagement and the development of sustainable business models | <a href="https://www.iof2020.eu/deliverables/d3.3-opportunities-and-barriers-in-the-present-regulatory-situation-for-system-development-v1.2.pdf">https://www.iof2020.eu/deliverables/d3.3-opportunities-and-barriers-in-the-present-regulatory-situation-for-system-development-v1.2.pdf</a> |
| How to Implement the Organic Regulation to Increase Production & Use of Organic Seed. Policy Recommendations for National and Regional Authorities | International Federation of Organic Agriculture Movements EU Group | Boosting organic seed and plant breeding across Europe - LIVESEED | Project is based on the concept that cultivars adapted to organic systems are key for realising the full potential of organic agriculture in Europe. The project will help to establish a level playing field in the organic seed market across Europe, improve the competitiveness of the organic seed and breeding sector, and encourage greater use of organic seeds by farmers  | <a href="https://www.liveseed.eu/wp-content/uploads/2019/01/LIVESEED-FinalV2-WebInteractive-1.pdf">https://www.liveseed.eu/wp-content/uploads/2019/01/LIVESEED-FinalV2-WebInteractive-1.pdf</a>   |
| Support to Innovation Processes: a Theoretical Point of Departure  | L&F, SEGES   | AgriSpin – Space for innovations in Agriculture                   | The objective of AgriSPIN is to systematically explore innovation intermediaries' practices and support services in agriculture and rural development across Europe. The overall goal is to create a stimulating environment for innovations  | <a href="https://agrispin.eu/wp-content/uploads/2016/01/Theoretical-Framework-of-AgriSpin.pdf">https://agrispin.eu/wp-content/uploads/2016/01/Theoretical-Framework-of-AgriSpin.pdf</a>   |
| Agrofood Sustainability  | Emilia-Romagna Regional  | Promoting attractiveness, competitiveness and                     | PACMAN intends to stimulate the innovative and dynamic capacities of the agrofood sector in MED   | <a href="http://www.pacmanproject.eu/codesustainability.p">http://www.pacmanproject.eu/codesustainability.p</a>   |

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| in the Mediterranean Area. Code of Conduct             | Development Agency                      | internationalization of Agro-food Clusters of the Med Area - PACMAN   | regions through the promotion of networks among local clusters in order to increase innovation, competitiveness, attractiveness and internationalisation of the sector   | <a href="#">df</a>  |
| Summary Report of Socio-Economic KPI Testing (SE-KPIs) | DNV GL Business Assurance España S.L.U. | Uptake of the Product Environmental Footprint across the MED agrofood regional productive systems to enhance innovation and market value - PEFMED | Project aims to test the Product Environmental Footprint (PEF) compliance distance-to-target in testimonial MED agrofood clusters & supply chains upon a range of products with the final aim of foster targeted systemic Eco innovation interventions to green the agrofood sector and raise the market value | <a href="https://pefmed.interreg-med.eu/fileadmin/user_upload/Sites/Green_Growth/Projects/PEFMED/Library/SUMMARY_REPORT_SE_KPIs_testing.pdf">https://pefmed.interreg-med.eu/fileadmin/user_upload/Sites/Green_Growth/Projects/PEFMED/Library/SUMMARY_REPORT_SE_KPIs_testing.pdf</a> |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study   | Responsible person/organization | Description (50-100 words)   | File <sup>8</sup> or link (URL)   |
|--|---------------------------------|--|---|
| A Closer Look to External Trade: Greece's Export Performance | Piraeus Bank                    | Importance of trade and export performance, structure of Greek exports, international performance indices, forecasts | <a href="https://www.piraeusbankgroup.com/en/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/analysis-category/2016/a-closer-look-to-external-trade-greeces-export-performance">https://www.piraeusbankgroup.com/en/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/analysis-category/2016/a-closer-look-to-external-trade-greeces-export-performance</a> |

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate link

|   |                         |  |   |
|---|-------------------------|--|---|
| Olive Oil: Establishing the Greek brand   | National Bank of Greece | World olive oil market, Greek olive oil value chain, marketing and distribution of olive oil, tables olives market   | <a href="https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/Olive%20Oil_2015.pdf">https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/Olive%20Oil_2015.pdf</a>   |
| The Contribution and Prospects of AgriFood Sector in Greece (in Greek)            | Piraeus Bank            | AgriFood sector in Greece, marketing of agri-food products, European and Greek agriculture facts, Common Agricultural Policy, forecasts  | <a href="https://www.piraeusbankgroup.com/el/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/analysis-category/2015/greek-agrifood-sector">https://www.piraeusbankgroup.com/el/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/analysis-category/2015/greek-agrifood-sector</a> |
| SMEs: Research in Food Industry (in Greek)  | National Bank of Greece | Added value, exports, importance of brand, business performance, prospects and challenges per product (olive oil, wine, dairy products, fruits and vegetables)   | <a href="https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/SMEs_Food_June_2018.pdf">https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/SMEs_Food_June_2018.pdf</a>   |
| Greek export performance: Tangible Signs of improvement but much more is required | Piraeus Bank            | Greek comparative-competitive export advantage, association between Greek exports and product sophistication, top-down analysis of the number and size of the Greek exporting firms, Greece's participation to the Global Value Chains | <a href="https://www.piraeusbankgroup.com/en/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/Analysis-Category/2019/Greek-Exports-Report">https://www.piraeusbankgroup.com/en/oikonomiki-analisi-ependitiki-stratigiki/oikonomiki-analisi-ellinikis-oikonomias-kladikes-meletes/Analysis-Category/2019/Greek-Exports-Report</a>   |
| Unlocking the potential of Greek agro-food industry                               | National Bank of Greece | Situation of agro-food industry, structural problems of Greek agriculture sector, market analysis, high growth products  | <a href="https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/Sectoral%20Report_Agriculture%202015.pdf">https://www.nbg.gr/greek/the-group/press-office/e-spot/reports/Documents/Sectoral%20Report_Agriculture%202015.pdf</a>   |

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of study</b>   | <b>Responsible person/ organization</b>    | <b>Title of cluster or cooperation network</b>                             | <b>Description (50-100 words)</b>   | <b>File<sup>10</sup> or link (URL)</b>  |
|---|--|--|---|---|
| Literature review and evaluation on the state-of-the art science computer-based carbon footprint reduction software tools for the food supply industry existing worldwide | Kalousis Evaggelos<br>(President of Board) | Federation of Hellenic Food Industries<br>-<br>LIFE FOODPRINT project team | Literature review for the construction of an up-to-date software tool that shall reduce the GHG emissions from pastry and flour industry (software tools, carbon calculators in food sector, agriculture and food and supply chain, decision support tools) | <a href="http://www.foodprint.gr/deliverables/LIFE_FOODPRINT_Del_B1a_ENG.pdf">http://www.foodprint.gr/deliverables/LIFE_FOODPRINT_Del_B1a_ENG.pdf</a>   |
| SWOT Analysis for Food Innovation   | Savakis Athanasios<br>(President of Board) | Federation of Industries of Greece<br>-<br>INNO-FOOD SEE project team      | A SWOT analysis of food innovation (industry side, research entities, governance framework, results of the SWOT analysis, policy recommendations, food innovation)  | <a href="http://www.innofoodsee.eu/downloads/D3_3_SWOT_analysis_for_Food_innovation.pdf">http://www.innofoodsee.eu/downloads/D3_3_SWOT_analysis_for_Food_innovation.pdf</a>   |
| Assessing the potential use of Financial Instruments in Greece in agriculture   | Markandreu Maria-Christina                 | Greek National Rural Network   | Analysis of the economic context of Greece's agricultural sector, the RDP's strategy and measures for which Financial Instruments are envisaged, as well as experiences from the establishment of other Financial Instruments for the sector                | <a href="https://ead.gr/wp-content/uploads/2018/09/01-Ex-ante-%CE%A4%CE%95%CE%9B%CE%99%CE%9A%CE%9F-%CE%A0%CE%91%CE%A1%CE%91%CE%94%CE%9F%CE%A4%CE%95%CE%9F-">https://ead.gr/wp-content/uploads/2018/09/01-Ex-ante-%CE%A4%CE%95%CE%9B%CE%99%CE%9A%CE%9F-%CE%A0%CE%91%CE%A1%CE%91%CE%94%CE%9F%CE%A4%CE%95%CE%9F-</a> |

<sup>9</sup> See also questions 1 and 3.<sup>10</sup> Attach file or give the appropriate link



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|--|--|---|--|---|
|  |  |   |  | <a href="#">%CE%9C%CE%AD%CF%81%CE%BF%CF%82-%CE%99-%CE%91%CE%93%CE%93%CE%9B%CE%99%CE%9A%CE%91.pdf</a>  |
| Organic Products in Greece   | Bilalis Dimitrios                          | Agricultural University of Athens<br>-<br>“New Agriculture for a New Generation” project team | Areas of organic products that young entrepreneurs should focus in Greece, e-commerce, agrotourism, stakeholder analysis   | <a href="https://www.generationag.org/assets/site/public/nodes/1019/1052-Organic_products_in_Greece.pdf">https://www.generationag.org/assets/site/public/nodes/1019/1052-Organic_products_in_Greece.pdf</a> |
| Needs Assessment and Best Practices for Work-Based Learning and Entrepreneurship in the Agri-Food sector | Kalousis Evaggelos<br>(President of Board) | Federation of Hellenic Food Industries<br>-<br>ERASMUS+ RESKILL project team                  | Current situation and rising opportunities about entrepreneurship in education, result analysis and trends regarding skills in agri-food sector based on companies, opportunities for agri-food entrepreneurship in Greece | <a href="https://www.reskill-info.eu/images/RESKILL_Report_Task_14.pdf">https://www.reskill-info.eu/images/RESKILL_Report_Task_14.pdf</a>   |

### Section 3: Exports and imports of agro-food products

#### 8. List of agro-food exporters in your region/country.

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of company/<br/>association</b>              | <b>Types of agro-food<br/>products</b>   | <b>Contact info<br/>(name, organization, address, email, telephone number,<br/>website)</b>   | <b>Website<br/>(URL)</b>  |
|---|--|---|---|
| Agricultural Industry of<br>Messinia S.A. – AGRO.VIM. | Organic PDO and PGI extra<br>virgin olive oil and PDO<br>Kalamata olives   | Giftea Eugenia, 6 <sup>th</sup> klm National Highway Kalamata-<br>Messini, 24100, Kalamata, Greece,<br>tel: (+30) 27210 69269, fax: (+30) 27210 69698, e-mail:<br><a href="mailto:agrovim@agrovim.gr">agrovim@agrovim.gr</a>                | <a href="http://www.agrovim.gr/">http://www.agrovim.gr/</a>   |
| ALMI S.A.   | Stuffed peppers in<br>vegetable oil; peppers in<br>brine; whole, pitted and<br>stuffed olives; grilles<br>mushrooms; pastes;<br>appetizers (sun dried<br>tomatoes) | Farmaki Glykeria, ALMI S.A., 5 <sup>th</sup> km Alexandria - Kria Vrisi<br>road, 59300, Alexandria Imathia, Greece,<br>tel.: (+30) 23330 27800, fax: (+30) 23330 27806, e-mail:<br><a href="mailto:info@almifoods.gr">info@almifoods.gr</a> | <a href="http://www.almifoods.gr/en/">http://www.almifoods.gr/en/</a>   |
| BIOAGROS S.A.   | Organic fresh fruit and<br>vegetables, olive oil, feta<br>cheese, olives, raisins,<br>pasta, pomegranate juice,  | Athanasios Athanasios, export offices:<br>14 <sup>th</sup> Street 9, VI.PE.TH. D Zone,<br>57022, Sindos, Thessaloniki,<br>tel.: (+30) 2310 262956, e-mail: <a href="mailto:bio@bioagros.gr">bio@bioagros.gr</a>                             | <a href="https://bioagros.gr/en/">https://bioagros.gr/en/</a>   |
| THESSALIKO TRIKALON S.A.                              | Semi-soft yellow cheese  | Divani Georgia, Parapotamos, 42100, Trikala, Greece, tel.:<br>(+30) 24310 84123, fax: (+30) 24310 84183, e-mail:<br><a href="mailto:info@divanischeese.com">info@divanischeese.com</a>  | <a href="http://www.divanischeese.com/en">http://www.divanischeese.com/en</a>                                 |
| KOUKAKIS FARM S.A.                                    | Dairy products (full fat<br>Greek yogurt, Kefir with<br>stevia and red fruits,<br>Greek yogurt with<br>strawberry, cherry and<br>pomegranate)                      | Koukakis Athanasios, Kato Apostoli, 61100, Kilkis, Greece,<br>tel.: (+30) 23410 94455, fax. (+30) 23410 77252, e-mail:<br><a href="mailto:exports@koukakisfarm.gr">exports@koukakisfarm.gr</a>  | <a href="http://www.koukakisfarm.gr/en">http://www.koukakisfarm.gr/en</a>                                     |
| BARBA STATHIS S.A.                                    | Frozen vegetables and<br>organic crops, tomato<br>juice, vegetables purées   | Kordas Xaris, A5 str Industrial Zone of Thessaloniki, 57022,<br>Sindos, Thessaloniki, Greece, tel.: (+30) 2310 798483, fax:<br>(+30) 2310 796221, e-mail: <a href="mailto:exports@barbastathis.com">exports@barbastathis.com</a>            | <a href="https://www.barbastathis.com/en/home/index.html">https://www.barbastathis.com/en/home/index.html</a> |

|                              |  |  |   |
|------------------------------|--|--|---|
| FEDON S.A.                   | Confectionery products (e.g. cookies, breadsticks, Greek pies, assortments)                    | Giahanatzis Stathis, Panteleimonas – Nea Santa, 61100, Kilkis, Greece, tel: (+30) 23410 64820, fax: (+30) 23410 64824, e-mail: <a href="mailto:info@fedon.gr">info@fedon.gr</a>                          | <a href="http://www.fedon.gr/index.asp?lang=en&amp;">http://www.fedon.gr/index.asp?lang=en&amp;</a> |
| KOURELLAS S.A.               | Dairy products (yogurt, cheese, PDO feta, organic milk, kefir)                                 | Kourellas Theodoros, 1st Km Grevena-Megaro, 51100, Grevena, Greece, tel.: (+30) 24620 87150, e-mail: <a href="mailto:kourellas@kourellas.com">kourellas@kourellas.com</a>                                | <a href="https://kourellas.com/">https://kourellas.com/</a>   |
| IFANTIS S.A.                 | Pasta and confectionary, processed fruits and vegetables, processed meat and fish              | Nikolaou Panagiotis, 4 Seneka str., 14564, N. Kifisia, Attiki, Greece, tel.: (+30) 210 8196500, fax: (+30) 210 8075692, e-mail: <a href="mailto:info@ifantis.gr">info@ifantis.gr</a>                     | <a href="http://www.ifantis.gr">www.ifantis.gr</a>  |
| TRIKALINOS CO                | Processed meat and fish, frozen meat and fish, sea salt and salt liquors, grey mullet bottarga | Kourti Lila, 50 Ethnarchou Makariou Ave. 17234, Dafni, Athens, Greece, tel.: (+30) 210 9273660, fax: (+30) 210 9273661, e-mail: <a href="mailto:info@trikalinos.gr">info@trikalinos.gr</a>               | <a href="https://trikalinos.gr/en/">https://trikalinos.gr/en/</a>                                   |
| G.N. FRANGISTAS S.A. - GEFRA | Fruits (clementines, fresh, lemons, oranges)   | Frangistas George, 6 <sup>th</sup> klm National Road Nafpliou Argolidos, 21100, Nafplio, Greece, tel.: (+30) 210 9636380, fax: (+30) 210 9607092, e-mail: <a href="mailto:exp@gefra.gr">exp@gefra.gr</a> | <a href="http://www.gefra.gr/">http://www.gefra.gr/</a>   |
| MITROSILIS S.A.              | Fruits (apricots, kiwifruit, oranges, table grapes, watermelons)                               | Mitrosilis Christos, 5, Agelena Str., Anifi, 21055, Nafplio, Greece, tel.: (+30) 27520 45000, fax: (+30) 27520 43036, e-mail: <a href="mailto:info@mitrosilis.gr">info@mitrosilis.gr</a>                 | <a href="http://www.mitrosilis.gr/">http://www.mitrosilis.gr/</a>                                   |

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

| <b>Title of company/<br/>association</b>   | <b>Types of agro-food products</b>   | <b>Contact info<br/>(name, organization, address, email, telephone number,<br/>website)</b>  | <b>Website<br/>(URL)</b>   |
|--|--|--|--|
| MAVRIKOS IMPORTS<br>S.A.                   | Dairy (cheese and curd), drinks<br>(spirits), oil and fats (olive oil),<br>sauces, mixed condiments,<br>mustard                        | Mavrikou Maria, 7 Naxou str., 18541, Kaminia, Piraeus,<br>Greece, tel.: (+30) 210 4813064, fax: (+30) 210 4831505, e-<br>mail: <a href="mailto:expomary@mavrikosimports.gr">expomary@mavrikosimports.gr</a>                            | <a href="http://www.mavrikosimports.gr">www.mavrikosimports.gr</a>                                     |
| INTERTAN S.A.                              | Coffee shop products   | Taniskidis Anastasios, New Lampsakos, 34150, Chalkida,<br>Greece, tel.: (+30) 22210 60700, fax: (+30) 22210 60708, e-<br>mail: <a href="mailto:sales@intertan.gr">sales@intertan.gr</a>  | <a href="https://www.intertan.gr/en/home-2/">https://www.intertan.gr/en/<br/>home-2/</a>               |
| INTROFEX CO                                | Cereals, dried fruits, cocoa<br>powder, instant chocolate,<br>instant mash potato in flakes  | Karadima Vasiliki, 15, Themidos str, 18233, Piraeus,<br>Greece, tel.: (+30) 210 4836362, fax: (+30) 210 4836363, e-<br>mail: <a href="mailto:info@introfex.gr">info@introfex.gr</a>  | <a href="http://www.introfex.gr/en">www.introfex.gr/en</a>   |
| A.KOBO-<br>G.KOGKETSIDIS CO -<br>INTERFOOD | Cold cuts/cooked meats<br>(prosciutto, salame, carpaccio),<br>dairy products (mozzarella,<br>creamy cheese), salmon, sauces,<br>coffee | Kobo Alberto, 35 Ortansias str., 13671, Acharnes, Greece,<br>tel.: (+30) 210 6830713, fax: (+30) 210 6844895, e-mail:<br><a href="mailto:info@interfood.com.gr">info@interfood.com.gr</a>  | <a href="http://www.interfood.com.gr">www.interfood.com.gr</a>   |
| VASILIOS PAN.<br>SIAMPIS AND Co.           | Fresh fruits and vegetables  | Siampis Vasilios, Kentriki Agora Kalamatas (stores 7-8-9-10-<br>11), 24100, Kalamata, Greece, tel.: (+30) 27210 27354, fax:<br>(+30) 27210 87732   | <a href="http://www.siampis.gr/en/home/">http://www.siampis.gr/en/h<br/>ome/</a>                       |
| Papadimitriou S.A.                         | Spices, dehydrated vegetables,<br>sauces, dehydrates soups.<br>Gourmet (mushrooms, berries<br>seeds)                                   | Papadimitriou A., Industrial Area SINDOS AREA C, P.O.Box<br>1042, 57022, Thessaloniki, Greece, tel.: (+30) 2310<br>797388, fax: (+30) 2310 796271, e-mail:<br><a href="mailto:info@papadimitriou.com.gr">info@papadimitriou.com.gr</a> | <a href="https://www.papadimitriou.com.gr/home-en/">https://www.papadimitriou.<br/>com.gr/home-en/</a> |
| Bourazas Bros & Co.                        | Cold cuts/cooked meats, dairy<br>products, frozen meat products,<br>canned products (vegetables),<br>pasta                             | Bourazas Stefanos, 1 Kamvounion str., 13674, Acharnes,<br>Greece, tel.: (+30) 210 2403954, e-mail:<br><a href="mailto:foodservice@bourazas.gr">foodservice@bourazas.gr</a>   | <a href="http://www.bourazas.gr">http://www.bourazas.gr</a>  |

|                                      |   |  |   |
|--------------------------------------|---|--|---|
| V.KALANTONIS & CO                    | Fruits (oranges, lemons, other citrus)  | Kalantonis Konstantinos, Ag. Taxiarches, 23051, Scala Lakonia, Greece, tel.: (+30) 27350 23355, fax: (+30) 27350 22255, e-mail: <a href="mailto:kalantonisfruits@gmail.com">kalantonisfruits@gmail.com</a> | <a href="http://www.kalantonisfruits.com/home">http://www.kalantonisfruits.com/home</a> |
| PAPAGEORGIU BROS S.A                 | Bake, pastry and ice-cream raw materials, fats, oils, dressing, food additives, cocoa powder            | Papageorgiou Anastasios, 5 Ilias str. – K. Ovria, 26500, Patras, Greece, tel.: (+30) 2610 526001, fax: (+30) 2610 525970, e-mail: <a href="mailto:info@papageorgioufoods.gr">info@papageorgioufoods.gr</a> | <a href="http://www.papageorgioufoods.gr/en/">http://www.papageorgioufoods.gr/en/</a>   |
| E.BASTAS & CO - ALEMCO               | Confectionary (rusks, rattles, pasta, woofers), soups, organic products, pate, mini cold cuts           | Bastas Stathis, 14 Parnassou str., 15344, Gerakas, Attiki, Greece, tel.: (+30) 210 6047721, fax: (+30) 210 6047535, e-mail: <a href="mailto:info@bastas.gr">info@bastas.gr</a>                             | <a href="https://bastas.gr/home.html">https://bastas.gr/home.html</a>                   |
| CARDINAL S.A. ORIENTAL – ETHNIC FOOD | Sauces, noodles, frozen vegetables, canned tropical fruits, alcoholic drinks, beverages                 | Fays Isaak, Lelouda par. Ag. Polikarpou 57, 11855, Athens, Greece, tel.: (+30) 210 3471135, fax: (+30) 210 3460210, e-mail: <a href="mailto:insales@cardinal.gr">insales@cardinal.gr</a>                   | <a href="http://www.cardinal.gr/en/">http://www.cardinal.gr/en/</a>                     |
| D. E. Thomadakis & Sons LTD          | Italian cold cuts and dairy products (prosciutto, dry salami, parmesan, mozzarella), breaded and frozen | Thessalonikis 121 Street 14342, N. Philadelphia Attica, Greece, tel.: (30) 210 2515162, e-mail: <a href="mailto:sales@thomadakisbros.gr">sales@thomadakisbros.gr</a>                                       | <a href="http://www.finefoods.gr/en/g/">http://www.finefoods.gr/en/g/</a>               |

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>12</sup> or link (URL) |
|---|-------------------|----------------------------|----------------------------------|
|---|-------------------|----------------------------|----------------------------------|

<sup>12</sup> Attach file or give the appropriate link

|   |  |   |   |
|---|--|---|---|
| National Law No. 4072/2012                                  | Hellenic Ministry of Economy & Development                         | Agreements and decisions of imports and exports, establishment of General Export Registry, description of One-Stop e-services regarding imports and exports (Single Window), agreements on export control, free zones in customs territory, Greek products' logo and e-Register | <a href="http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wEbA_BZxkczbHdtvSoClrL879lgF_jwvvXtI9LGdkF53Ulx942CdyqxSQYNuqAGCF0IfB9HI6qSYtMQEkEHLwnFqmgJSA5WIsIuV-nRwO1oKqSe4BIOTSpEWYhszF8P8UqWb_zFijN_vl_pmHPIOn3jUeC1pVHxyY5KUTXFzuf9cXoaMfH-8">http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wEbA_BZxkczbHdtvSoClrL879lgF_jwvvXtI9LGdkF53Ulx942CdyqxSQYNuqAGCF0IfB9HI6qSYtMQEkEHLwnFqmgJSA5WIsIuV-nRwO1oKqSe4BIOTSpEWYhszF8P8UqWb_zFijN_vl_pmHPIOn3jUeC1pVHxyY5KUTXFzuf9cXoaMfH-8</a>         |
| National Law No. 4235/2014                                  | Hellenic Republic, Hellenic Ministry of Rural Development and Food | Administrative measures, procedures and sanctions in implementing the EU and national legislation in the food sector  | <a href="http://www.minagric.gr/images/stories/docs/agrotis/zoika_ypoproionta/N4235_2014.pdf">http://www.minagric.gr/images/stories/docs/agrotis/zoika_ypoproionta/N4235_2014.pdf</a>   |
| National legislation (Ministerial Decision) No. 91354/2017  | Hellenic Ministry of Economy & Development                         | Distribution and marketing guidelines regarding products and services, determination of quantity and weighing instruments for commercial transactions, description of EC Declaration of Conformity  | <a href="http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wEsrtP0JAlxBXdvtvSoClrL8z3KynwC3ixG4ndCieBbLVuJlnJ48_97uHrMts-zFzeyCiBSQOpYnTy36MacmUFCx2ppFvBej56Mmc8Qdb8ZfRJqZnsIAdk8Lv_e6czmhEembNmZCMxLMtWXENKQtdArYSEdt2rFDNCcZF3-BbfxBbsmEe5PLljwi">http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wEsrtP0JAlxBXdvtvSoClrL8z3KynwC3ixG4ndCieBbLVuJlnJ48_97uHrMts-zFzeyCiBSQOpYnTy36MacmUFCx2ppFvBej56Mmc8Qdb8ZfRJqZnsIAdk8Lv_e6czmhEembNmZCMxLMtWXENKQtdArYSEdt2rFDNCcZF3-BbfxBbsmEe5PLljwi</a> |
| National legislation (Ministerial Decision) No. 109034/2018 | Hellenic Ministry of Economy & Development                         | Distribution and marketing guidelines regarding products and services, determination of quantity and weighing instruments for commercial transactions, description of EC Declaration of Conformity (amendment of Ministerial Decision No. 91354/2017)                           | <a href="http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wG3UHK-ZeQumndtvSoClrL8W94P8Q45cUS4ndCieBbLVuJlnJ48_97uHrMts-zFzeyCiBSQOpYnTy36MacmUF">http://www.et.gr/idocs-nph/search/pdfViewerForm.html?args=5C7QrtC22wG3UHK-ZeQumndtvSoClrL8W94P8Q45cUS4ndCieBbLVuJlnJ48_97uHrMts-zFzeyCiBSQOpYnTy36MacmUF</a>   |

|   |   |   |   |
|---|---|---|---|
|   |   |   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32010R0578">Cx2ppFvBej56Mmc8Qdb8ZfRJqZnslAdk8Lv_e6czmhEembNmZCMxLMteCP4IQxcDGIQGTfOA AE0zH1Z95eur63IOGRnFNwKxMx</a>  |
| Greek Presidential Decree No. 71/2018     | Hellenic Republic,<br>Hellenic Ministry of Rural Development and Food | Structure and mission of Hellenic Food Authority (EFET), operation of national contact point of European Commission's Food Fraud Network (FFN), operation of national branch of European Food Safety Authority (EFSA), food quality control and publishing of certificates in case of exports                         | <a href="http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wG3UHK-ZeQumndtvSoClrL8SzKdMKJot955MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIIdQ163nV9K--td6SluY0X71ztUODALUr8tJwdt45bhRCUEXElhB7ujEDoIK1v">http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wG3UHK-ZeQumndtvSoClrL8SzKdMKJot955MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIIdQ163nV9K--td6SluY0X71ztUODALUr8tJwdt45bhRCUEXElhB7ujEDoIK1v</a> |
| Regulation (EU) No. 578/2010              | European Commission   | System of granting export refunds for certain agricultural products exported, criteria for fixing the amount of such refunds, method of calculation, Rates of refund, refund certificates, exports not covered by certificates, obligation on the exporter, payment of the refund                                     | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32010R0578">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32010R0578</a>   |
| Implementing Regulation (EU) No. 543/2011 | European Commission   | Detailed rules for the application of Council Regulation (EC) No 1234/2007 in respect of the fruit and vegetables and processed fruit and vegetables sectors, determination of marketing years, adoption of specific marketing standards, exceptions, coordinating authorities and inspection bodies, trader database | <a href="https://eur-lex.europa.eu/legal-content/GA/TXT/?uri=CELEX:32011R0543">https://eur-lex.europa.eu/legal-content/GA/TXT/?uri=CELEX:32011R0543</a>   |
| Implementing Regulation (EU) No. 514/2011 | European Commission   | Detailed rules for implementing the preferential trade arrangements applicable to certain goods resulting from the processing of agricultural products (e.g. wheat, milk powder) with third countries   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32011R0514">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32011R0514</a>   |



|  |   |   |   |
|--|---|---|---|
| Implementing Regulation (EU) No. 29/2012 | European Commission                                   | Standards for retail-stage (sale to the final consumer) marketing of the olive oils and olivepomace oils (e.g. extra virgin; virgin), designation of origin and names of brands regarding olive and olive oils  | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32012R0029">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32012R0029</a> |
| Regulation (EU) No. 1025/2012            | European Parliament and Council                       | European standards and European standardization deliverables in support of Union legislation and policies, reports on the implementation, national standardization bodies, access of SMEs to standards  | <a href="https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX%3A32012R1025">https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX%3A32012R1025</a> |
| Regulation (EU) No. 952/2013             | European Parliament and Council                       | Union Customs Code (general provisions; penalties; control of goods; keeping of documents), common Customs Tariff and tariff classification of goods, value of goods for customs purposes, custom debt on imports and exports, release for free circulation and from import duty  | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32013R0952">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32013R0952</a> |
| European regulation (EU) No. 1308/2013   | European Parliament and Council of the European Union | Establishment of common organisation of the markets in agricultural products and repealing Council Regulations (EEC) No 922/72, (EEC) No 234/79, (EC) No 1037/2001 and (EC) No 1234/2007 (description of products and references to combined nomenclature; differentiated system of market support for the different sectors; marketing years; general provision on public intervention and aid for private storage; rules concerning marketing and producer; trade with third countries organizations) | <a href="https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX:32013R1308">https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX:32013R1308</a>     |
| Regulation (EU) No. 510/2014             | European Parliament and Council                       | Trade arrangements applicable to certain goods resulting from the processing of agricultural products and repealing Council Regulations (EC) No 1216/2009 and (EC) No 614/2009, maximum rate of import duty, security in respect of import licenses, reduction and phasing out of agricultural components, tariff quotas and special treatment of imports by third countries, certificates regarding exports of specific goods to specific destinations   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32014R0510">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32014R0510</a> |

|                               |                                 |   |   |
|-------------------------------|---------------------------------|---|---|
| Regulation (EU) No. 479/2015  | European Parliament and Council | Common rules for exports (codification), principles of exportation of products from the Union to third countries, protective measures, Union information and consultation procedure   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32015R0479">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32015R0479</a> |
| Regulation (EU) No. 1237/2016 | European Commission             | Supplementing Regulation (EU) No. 1308/2013 with regard to the rules for applying the system of import and export licenses and supplementing Regulation (EU) No. 1306/2013 with regard to the rules on the release and forfeit of securities lodged for such licenses | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32016R1237">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32016R1237</a> |

#### Section 4: EU quality schemes for agro-food products

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product | Type of label (PDO, PGI, TSG or organic) | Cultivation areas (acres / no. of animals) | Production (tonnes) | Trade | Exports |
|---------------------------|--|--|---------------------|-------|---------|
| <b>2017</b>               |  |  |                     |       |         |
| Fresh vegetables          | organic                                  | 14.870                                     | 40.941              | n/a   | n/a     |
| Fruits                    | organic                                  | 8.740                                      | 6.659               | n/a   | n/a     |
| Grapes                    | organic                                  | 44.240                                     | 31.581              | n/a   | n/a     |
| Rice                      | organic                                  | 15.170                                     | 5.092               | n/a   | n/a     |

<sup>13</sup> Provide data from 2010 till most recently

## Collection of Primary and Secondary Data

|                  |         |   |         |     |     |
|------------------|---------|---|---------|-----|-----|
| Olives           | organic | n/a   | 139.913 | n/a | n/a |
| Cheese           | organic | 12.044 dairy cows and<br>935.267 live sheep | 9.652   | n/a | n/a |
| Drinking milk    | organic |   | 10.576  | n/a | n/a |
| Yoghurts         | organic |   | 985     | n/a | n/a |
| 2016             |         |   |         |     |     |
| Fresh vegetables | organic | 12.510                                      | 34.022  | n/a | n/a |
| Fruits           | organic | 6.370                                       | 5.024   | n/a | n/a |
| Grapes           | organic | 40.330                                      | 31.329  | n/a | n/a |
| Rice             | organic | 9.910                                       | 4.671   | n/a | n/a |
| Olives           | organic | n/a   | 128.274 | n/a | n/a |
| Cheese           | organic | 3.990 dairy cows and<br>593.999 live sheep  | 7.950   | n/a | n/a |
| Drinking milk    | organic |   | 9.321   | n/a | n/a |
| Yoghurts         | organic |   | 611     | n/a | n/a |
| 2015             |         |   |         |     |     |
| Fresh vegetables | organic | 17.190                                      | 63.645  | n/a | n/a |
| Fruits           | organic | 5.330                                       | 7.895   | n/a | n/a |
| Grapes           | organic | 54.310                                      | 23.915  | n/a | n/a |
| Rice             | organic | 6.290                                       | 1.974   | n/a | n/a |
| Olives           | organic | n/a   | 44.356  | n/a | n/a |
| Cheese           | organic | 4.000 dairy cows and<br>609.617 live sheep  | 5.884   | n/a | n/a |
| Drinking milk    | organic |   | 14.763  | n/a | n/a |
| Yoghurts         | organic |   | 1.176   | n/a | n/a |

| 2014             |         |   |         |     |     |
|------------------|---------|---|---------|-----|-----|
| Fresh vegetables | organic | 20.630                                      | 138.549 | n/a | n/a |
| Fruits           | organic | 5.200                                       | 9.233   | n/a | n/a |
| Grapes           | organic | 43.880                                      | 10.847  | n/a | n/a |
| Rice             | organic | 4.070                                       | 2.331   | n/a | n/a |
| Olives           | organic | n/a   | 13.925  | n/a | n/a |
| Cheese           | organic | 3.160 dairy cows and<br>604.364 live sheeps | 3.583   | n/a | n/a |
| Drinking milk    | organic |   | 6.960   | n/a | n/a |
| Yoghurts         | organic |   | 1.151   | n/a | n/a |
| 2013             |         |   |         |     |     |
| Fresh vegetables | organic | 13.240                                      | 55.099  | n/a | n/a |
| Fruits           | organic | 6.740                                       | 3.870   | n/a | n/a |
| Grapes           | organic | 47.180                                      | 72.151  | n/a | n/a |
| Rice             | organic | 3.990                                       | 528     | n/a | n/a |
| Olives           | organic | n/a   | 20.758  | n/a | n/a |
| Cheese           | organic | 3.492 dairy cows and<br>610.489 live sheeps | 2.618   | n/a | n/a |
| Drinking milk    | organic |   | 8.759   | n/a | n/a |
| Yoghurts         | organic |   | 820     | n/a | n/a |
| 2012             |         |   |         |     |     |
| Fresh vegetables | organic | 15.090                                      | n/a     | n/a | n/a |
| Fruits           | organic | 9.450                                       | n/a     | n/a | n/a |
| Grapes           | organic | 49.970                                      | n/a     | n/a | n/a |

Collection of Primary and Secondary Data

|               |         |   |       |     |     |
|---------------|---------|---|-------|-----|-----|
| Rice          | organic | 2.910                                       | n/a   | n/a | n/a |
| Olives        | organic | n/a   | n/a   | n/a | n/a |
| Cheese        | organic | 3.790 dairy cows and<br>593.609 live sheeps | 3.445 | n/a | n/a |
| Drinking milk | organic |   | 9.440 | n/a | n/a |
| Yoghurts      | organic |   | 2.338 | n/a | n/a |

| Type of agro-food product | Type of label (PDO, PGI, TSG or organic) | Exports     |                      |              |
|---------------------------|--|-------------|----------------------|--------------|
|                           |  | Partner     | Quantity (in 100kgr) | Value (in €) |
| 2018                      |  |             |                      |              |
| Feta                      | PDO                                      | China       | 274                  | 212.760      |
|                           | PDO                                      | USA         | 28.198               | 18.376.811   |
|                           | PDO                                      | EU_28 extra | 62.990               | 41.513.326   |
|                           | PDO                                      | EU_28 intra | 609.800              | 331.963.765  |
| Kefalo-tyri               | PDO                                      | China       | n/a                  | n/a          |
|                           | PDO                                      | USA         | 634                  | 478.874      |
|                           | PDO                                      | EU_28 extra | 1.689                | 1.270.494    |
|                           | PDO                                      | EU_28 intra | 2.598                | 1.727.510    |
| Kefalograviera, Kasseri   | PDO                                      | China       | 0                    | 0            |
|                           | PDO                                      | USA         | 3.234                | 2.509.760    |
|                           | PDO                                      | EU_28 extra | 7.257                | 6.393.379    |

|                            |     |             |         |             |
|----------------------------|-----|-------------|---------|-------------|
|                            | PDO | EU_28 intra | 3.500   | 2.150.002   |
| <b>2017</b>                |     |             |         |             |
| Feta                       | PDO | China       | 195     | 165.781     |
|                            | PDO | USA         | 25.736  | 17.308.330  |
|                            | PDO | EU_28 extra | 60.582  | 40.303.131  |
|                            | PDO | EU_28 intra | 533.171 | 303.686.744 |
| Kefalo-tyri                | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 767     | 581.089     |
|                            | PDO | EU_28 extra | 1.713   | 1.249.294   |
|                            | PDO | EU_28 intra | 2.376   | 1.572.257   |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 3.219   | 2.520.559   |
|                            | PDO | EU_28 extra | 7.257   | 5.704.760   |
|                            | PDO | EU_28 intra | 2.453   | 1.824.433   |
| <b>2016</b>                |     |             |         |             |
| Feta                       | PDO | China       | 160     | 138.394     |
|                            | PDO | USA         | 25.412  | 16.790.504  |
|                            | PDO | EU_28 extra | 58.473  | 38.647.350  |
|                            | PDO | EU_28 intra | 504.774 | 293.633.923 |
| Kefalo-tyri                | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 583     | 471.245     |
|                            | PDO | EU_28 extra | 1.727   | 1.283.393   |

|                            |     |             |         |             |
|----------------------------|-----|-------------|---------|-------------|
|                            | PDO | EU_28 intra | 2.295   | 1.515.964   |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 2.998   | 2.424.568   |
|                            | PDO | EU_28 extra | 6.804   | 5.415.329   |
|                            | PDO | EU_28 intra | 1.758   | 1.404.860   |
| <b>2015</b>                |     |             |         |             |
| Feta                       | PDO | China       | 141     | 122.162     |
|                            | PDO | USA         | 23.459  | 15.742.143  |
|                            | PDO | EU_28 extra | 54.863  | 37.139.003  |
|                            | PDO | EU_28 intra | 472.203 | 270.281.506 |
| Kefalo-tyri                | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 608     | 479.305     |
|                            | PDO | EU_28 extra | 1.445   | 1.087.628   |
|                            | PDO | EU_28 intra | 1.768   | 1.243.753   |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 3.369   | 2.693.243   |
|                            | PDO | EU_28 extra | 7.316   | 5.855.840   |
|                            | PDO | EU_28 intra | 2.528   | 1.902.621   |
| <b>2014</b>                |     |             |         |             |
| Feta                       | PDO | China       | 26      | 22.063      |
|                            | PDO | USA         | 19.617  | 12.756.140  |
|                            | PDO | EU_28 extra | 49.830  | 33.036.288  |



|                            |     |             |         |             |
|----------------------------|-----|-------------|---------|-------------|
|                            | PDO | EU_28 intra | 388.283 | 227.433.839 |
| Kefalo-tyri                | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 664     | 523.818     |
|                            | PDO | EU_28 extra | 1.678   | 1.242.976   |
|                            | PDO | EU_28 intra | 1.174   | 821.143     |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 3.089   | 2.488.487   |
|                            | PDO | EU_28 extra | 6.787   | 5.474.541   |
|                            | PDO | EU_28 intra | 2.380   | 1.803.190   |
| <b>2013</b>                |     |             |         |             |
| Feta                       | PDO | China       | 226     | 176.290     |
|                            | PDO | USA         | 16.232  | 10.433.615  |
|                            | PDO | EU_28 extra | 43.931  | 28.968.029  |
|                            | PDO | EU_28 intra | 326.445 | 189.771.231 |
| Kefalo-tyri                | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 758     | 609.930     |
|                            | PDO | EU_28 extra | 1.730   | 1.230.508   |
|                            | PDO | EU_28 intra | 1.106   | 797.595     |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 3.189   | 2.575.525   |
|                            | PDO | EU_28 extra | 5.815   | 4.695.510   |
|                            | PDO | EU_28 intra | 2.607   | 1.683.898   |

| 2012                       |     |             |         |             |
|----------------------------|-----|-------------|---------|-------------|
| Feta                       | PDO | China       | 154     | 115.304     |
|                            | PDO | USA         | 17.348  | 10.850.333  |
|                            | PDO | EU_28 extra | 42.419  | 27.568.984  |
|                            | PDO | EU_28 intra | 305.105 | 175.005.985 |
| Kefalo-tyri                | PDO | China       | 2       | 3.576       |
|                            | PDO | USA         | 657     | 526.536     |
|                            | PDO | EU_28 extra | 1.909   | 1.282.188   |
|                            | PDO | EU_28 intra | 1.162   | 808.356     |
| Kefalograviera,<br>Kasseri | PDO | China       | n/a     | n/a         |
|                            | PDO | USA         | 2.841   | 2.317.918   |
|                            | PDO | EU_28 extra | 6.269   | 5.107.677   |
|                            | PDO | EU_28 intra | 1.692   | 1.195.054   |

## Section 5: Trade fairs, trade shows and exhibitions

### 12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair, trade show, exhibition)                            | Organization body | Description (50-100 words regarding the scope and the agro-food products covered)   | Dates   | Place   | Website (URL)   |
|--|-------------------|---|---|---|---|
| Trade fair<br>“International Fair for Agricultural Machinery, Equipment & Supplies – AGROTICA” | TIF HELEXPO       | AGROTICA has been organised since 1985 at International Exhibition Centre in Thessaloniki; is the largest trade fair of the agricultural economy sector in the Balkans and SE Europe and among the top agricultural fairs in Europe. It welcomes over 120,000 directly interested visitors from the domestic market and 30 other countries. International Agricultural Conferences, Informative Colloquiums of top academic interest and various other events are held, upgrading the subject matter of the agricultural sector   | First week of February<br>(every 2 years)<br>(indicative date: 01-04.02.2018)                           | Thessaloniki International Exhibition & Congress Centre | <a href="http://agrotica.helexpo.gr/en">http://agrotica.helexpo.gr/en</a>     |
| Trade fair<br>“International Fair for Livestock & Poultry – Zootechnia”                        | TIF HELEXPO       | Zootechnia is the only specialized event in Greece and the Balkans, regarding livestock and poultry, that presents the latest developments in the sector; everything from the most important food producing animals to machinery, equipment, services and research and contributes to the opening of new markets and creation of new transactions. It is a meeting point for representatives of livestock and poultry industry of Greece and the Balkans, as it is the only specialized exhibition of these objects in the region while it stands as a springboard for scheduled business | Last week of January / First week of February<br>(every 2 years)<br>(indicative date: 31.01-03.02.2019) | Thessaloniki International Exhibition & Congress Centre | <a href="http://zootechnia.helexpo.gr/en">http://zootechnia.helexpo.gr/en</a> |

<sup>14</sup> Select events that occur regularly (e.g., every year)

|  |             |  |   |   |   |
|--|-------------|--|---|---|---|
|  |             | meetings with foreign invited trade visitors (hosted buyers)   |   |   |   |
| Trade fair<br>“International Exhibition of Food, Beverages, Machinery, Equipment & Packaging – DETROP/Oenos & DETROP Boutique/Artozma” | TIF HELEXPO | Detrop/Oenos & Detrop Boutique/Artozma is organized at Thessaloniki International Exhibition Centre, as one of the largest events in the food & beverage industry that attracts the interest of domestic and international exhibitors and visitors, with a rich schedule of side events, innovative actions and novel proposals. Products from all over Greece, local produce, goods with high added value, dishes linked to the way of life, customs and culture of each region, innovative foodstuffs, wines and distillates with high expectations are presented at the event, while actions like Pop-Up Restaurants, Corner Showroom, International Culinary Competition and B2B meetings are taking place | Last week of February / First week of March (every year) (indicative date: 02-04.03.2019) | Thessaloniki International Exhibition & Congress Centre | <a href="http://detrop.helexpo.gr/en">http://detrop.helexpo.gr/en</a>   |
| Trade fair<br>“International Trade Show for Fruit & Vegetables – Freskon”  | TIF HELEXPO | FRESKON serves as a meeting place for producers, international retail groups, as well as domestic and international transporters of fresh fruits and vegetables. During the event exhibitors meet representatives from major international supermarkets chains, commercial businesses, and distribution company-networks. At the same time, the exhibition hosts international exhibitors who are active in the sector of fresh fruits, vegetables, logistics, packaging machinery   | Mid April (every year) (indicative date: 11-13.04.2019)                                   | Thessaloniki International Exhibition & Congress Centre | <a href="http://freskon.helexpo.gr/en">http://freskon.helexpo.gr/en</a> |

|   |                                       |   |   |   |   |
|---|---------------------------------------|---|---|---|---|
|   |                                       | and materials, and sales and distribution. Additionally, FRESKON incorporates a group of side events, which present and analyze specialized issues regarding the primary sector, connecting agricultural production to commerce, standardization-packaging, extroversion, etc   |   |   |   |
| Trade fair “Pan-Hellenic Fair for Agriculture & Livestock – AgroThessaly” | TIF HELEXPO & Municipality of Larissa | Leader-companies in farming and livestock machinery and equipment participate in the Agrothessaly fair, presenting the most recent technological trends. It is also an international event which welcomes group delegations from Bulgaria, Albania and Turkey, as well as visitors from Cyprus and Italy. There is great interest in the Fair's side events, covering a broad part of the agricultural sector, with information from primary sector agencies and educational foundations. This effort aims to promote the products of Greek and world production, to inform about the developments in technology, as well as to become a point of commercial contact for the specialized trade visitors as well as for the general public | Last week of February / First week of March (every 2 years) (indicative date: 28.02-03.03.2019) | Indoor Market of Neapolis, Larissa                      | <a href="http://agrothessaly.helexpo.gr/en">http://agrothessaly.helexpo.gr/en</a> |
| Exhibition “Map of Flavours”  | Wine Plus                             | Map of Flavours is today the Northern Greece's wine event where the market trends are defined and where new wines are presented. Some 150+ estates from Greece, as well as many wine importers, personally present their wines, spirits and distillates. Wine lovers, members of the  | First week of December (every year) (indicative date: 01-02.12.2018)                            | Congress Centre Ioannis Vellidis, Helexpo, Thessaloniki | <a href="https://mapofflavours.gr/en/home/">https://mapofflavours.gr/en/home/</a> |

|  |                  |   |   |   |   |
|--|------------------|---|---|---|---|
|  |                  | trade and press sample a broad spectrum of wines, ranging from fresh, lively wines for everyday enjoyment to top-flight great growths from Greece's best vineyards while interesting parallel events enrich the “wine education” and the “taste experience” offered   |   |   |   |
| Exhibition<br>“Gourmet<br>Exhibition”                    | Oli●catesen      | Gourmet Exhibition is an event where buyers can experience the finest in Greek food produced by artisan small and medium-sized producers of olive oil & olives, honey & sweets, gourmet foods, health, organic, vegan foods, herbs & spices, teas, and natural personal care products. They can also learn the story behind the label, meet the producers, enjoy renowned chef shows, participate in private tastings and live events specially designed to accommodate their professional needs. It was created in 2016 and since then has become one important trading venues by playing a leading role in facilitating producers of fine foods and promoting the benefits of consuming high quality products | First week of April or mid May (every year)<br>(indicative date: 06-08.04.2019) | Warehouse C, Port of Thessaloniki, Thessaloniki | <a href="https://www.gourmetexhibition.com/">https://www.gourmetexhibition.com/</a> |
| Trade fair<br>“Exhibition of Food and Drinks – EXPOTROF” | RM International | EXPOTROF gives the chance to large Greek companies with a strong position in the domestic and the global market along with small producers to attend, to connect, to engage in constructive agreements, and to play a leading part in this gastronomic celebration. Moreover, it provides a   | First week of February (every year)<br>(indicative date: 01-04.02.2019)         | Olympic Centre of Fencing, Athens               | <a href="https://expotrof.gr/en/">https://expotrof.gr/en/</a>                       |

|   |             |  |  |  |   |
|---|-------------|--|--|--|---|
|   |             | <p>specially designed area in order to facilitate personalized business meetings with Greek producers, while PanHellenic Cooking Competition takes place as well.</p> <p>Additionally, EXPOTROF Masterclass is designed to highlight excellent Greek products to professionals and friends of gastronomy. Educational seminars and workshops have as well their honorary post during fair</p>  |  |  |   |
| Trade fair "FOOD EXPO GREECE / OENOTELIA"                     | FORUM SA    | <p>FOOD EXPO is considered as the leading Food &amp; Beverage trade show in Southeast Europe; a meeting point for professionals from the organized retail, wholesale as well as the foodservice sector, in search of new products, new trends, new vendors, and new connections to help meet record consumer demand for Greek, Mediterranean and specialty foods, in general. In addition, food traders participate at the show's Hosted Buyer Program that brings qualified key buyers and sellers together to pre-arranged face-to-face B2B meetings during the course of the show</p> | Mid March (every year) (indicative date: 16-18.03.2019)        | Metropolitan Expo, Spata, Athens         | <a href="https://foodexpo.gr/en/">https://foodexpo.gr/en/</a>                   |
| Trade Fair "Vegetables, Fruits & Herbs Exhibition – AGROLAND" | 3EK Company | <p>Agroland, is a biennial exhibition constituting a meeting point for the most important production and commercial companies of the primary agricultural sector for the showing, promotion and advertising of products such as vegetables, fruits, aromatic plants/herbs, preparations,</p>   | Late November (every 2 years) (indicative date: 22-24.11.2019) | M.E.C. Exhibition Center, Peania, Athens | <a href="https://www.agroland-expo.gr/en/">https://www.agroland-expo.gr/en/</a> |



|  |          |  |  |                                  |  |
|--|----------|--|--|----------------------------------|--|
|  |          | dried nuts, dried products, organic products, feeding and protection products, nurseries, agricultural equipment & supplies, packaging and conservation and service providing companies. During the exhibition parallel events such as congresses and conferences are held   |  |                                  |  |
| Trade show “Bio-Festival”                                      | FORUM SA | Bio Festival is an organic-focused and eco-friendly festival that targets both B2C customers and retailers. Companies that participate as exhibitors cover a wide range of products and services, like organic food and beverages; natural cosmetics; supplements and super foods; eco-friendly packages; and certification companies. Trade show enhances channels of communication in the professional market of organic products, thus effectively supporting the continuation of the growing consumption of these products | Mid May (every year) (indicative date: 11-13.05.2019)        | Technopolis, Gazi, Athens        | n.a. yet ( <a href="https://www.forumsa.gr/en/trade-shows/bio-festival/">https://www.forumsa.gr/en/trade-shows/bio-festival/</a> ) |
| Trade show “The Food Equipment and Technology Show – FOODTECH” | FORUM SA | FOODTECH is a premium trade show, specifically targeted at the production, processing, packaging and handling technologies of food & drinks, and directed to owners and executives from the sector’s productive and commercial enterprises. Exhibitors hold B2B meetings with significant international buyers from selected target-markets. Moreover, in cooperation with relevant associations and scientific bodies, hosts a series of innovative and integrated training   | Mid October (every 2 years) (indicative date: 12-14.10.2019) | Metropolitan Expo, Spata, Athens | <a href="https://foodtech.gr/en/">https://foodtech.gr/en/</a>  |

|   |                  |   |  |                                  |   |
|---|------------------|---|--|----------------------------------|---|
|   |                  | programs on food safety; food processing and packaging; and alternative production and automation methods   |  |                                  |   |
| Trade fair<br>“International Trade Fair for the Bakery & Patisserie Sectors – ARTOZA” | FORUM SA         | It is one specialized exhibition in the sectors of bakery and confectionery of Greece and the wider Balkan region. Due to its 29-year legacy, this trade fair functions as a platform fostering innovation and developments, not only for its own sector, but also for the wider foodservice industry. ARTOZA gathers executives and owners of bakery, confectionery and ice cream businesses, but also from the hotel and foodservice industry. Special events during fair include masterclasses on new trends; workshops on food technology; and educational labs | Last week of February<br>(every 2 years)<br>(indicative date: 22-25.02.2019) | Metropolitan Expo, Spata, Athens | <a href="https://www.artoza.com/en/">https://www.artoza.com/en/</a>               |
| Trade fair<br>“Supply Chain & Logistics”  | O.MIND CREATIVES | The fair is emerged as a meeting point for all the professionals who are involved in the export trade, the management of the supply chain and related sectors. It brings together exhibitors and visitors in order to provide solutions in the organization of the supply chain and logistics and bring into contact the Greek and the international markets. Parallel events include B2B meetings; side events; one-day symposia; and workshops  | Early November<br>(every 2 years)<br>(indicative date: 09-11.11.2019)        | Metropolitan Expo, Spata, Athens | <a href="http://www.supplychainexpo.gr/en/">http://www.supplychainexpo.gr/en/</a> |
| Exhibition<br>“International Packaging Machines /                                     | 3EK Company      | Companies from the wider area of packaging and plastics are present to show their products, their services and also the new innovations while special exhibit   | Mid October<br>(every 2 years)<br>(indicative date: 12-                      | Metropolitan Expo, Spata, Athens | <a href="http://www.syskevasia-expo.gr/en/">http://www.syskevasia-expo.gr/en/</a> |

|                                  |  |   |             |  |  |
|----------------------------------|--|---|-------------|--|--|
| Printing & Logistics Exhibition" |  | categories include equipment, raw, semi-finished and finished wine and drink materials. Parallel with the exhibitions day-conferences take place and "Hosted Buyers" program from specific countries in order to enhance business wise the Greek exhibitors in the field of exports | 15.10.2019) |  |  |
|----------------------------------|--|---|-------------|--|--|

### Section 6: Innovative agro-food companies

#### 13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority                          | Description (50-100 words)   | File <sup>15</sup> or link (URL)  |
|---|--|--|---|
| National legislation (Ministerial Decision) No. 314/15074/2014            | Hellenic Ministry of Economy & Development | Exploitation of equine milk for human use consumption (definitions. requirements for primary production, processing and marketing) | <a href="http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wEc63YDhn5AeXdtvSoClrL88jqcC5XjbH95MXD0LzQTLf7MGgcO23N88knBzLCmTXKaO6fpVZ6Lx3UnKl3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LldQ163nV9K--td6SluaGpDk0xHEXO4nE5i_nN-FXKtrohxX2uS_yIKbYBOPe9">http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wEc63YDhn5AeXdtvSoClrL88jqcC5XjbH95MXD0LzQTLf7MGgcO23N88knBzLCmTXKaO6fpVZ6Lx3UnKl3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LldQ163nV9K--td6SluaGpDk0xHEXO4nE5i_nN-FXKtrohxX2uS_yIKbYBOPe9</a> |
| Regulation (EU) No. 2283/2015   | European Parliament and Council            | Novel foods, amending Regulation (EU) No 1169/2011 of the European Parliament and  | <a href="https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX:32015R2283">https://eur-lex.europa.eu/legal-content/en/TXT/?uri=CELEX:32015R2283</a>   |

<sup>15</sup> Attach file or give the appropriate link

|                                     |                                 |   |   |
|-------------------------------------|---------------------------------|---|---|
|                                     |                                 | of the Council and repealing Regulation (EC) No 258/97 of the European Parliament and of the Council and Commission Regulation (EC) No 1852/2001 (determination of novel food status, Union list of authorized novel foods, Procedure for authorising the placing on the market within the Union of a novel food) |   |
| Directive (EU) 350/2018             | European Parliament and Council | Environmental risk assessment of genetically modified organisms, information required in the notification   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:32018L0350">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:32018L0350</a>   |
| Directives (EU) 850, 851 & 852/2018 | European Parliament and Council | Waste management on the landfill of waste and on packaging (circular economy)   | <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=OJ:L:2018:150:TOC">https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=OJ:L:2018:150:TOC</a> |

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**  
(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority   | Description<br>(50-100 words)   | File <sup>16</sup> or link (URL)  |
|---|---|---|---|
| National Law No. 4399/2016  | President of Hellenic Republic & Hellenic Ministry of Economy & Development | Institutional framework for establishing Private Investment Aid schemes for the country's regional and economic development - establishing the Development Council and other provisions (Terms and conditions of inclusion, eligible costs, aid | <a href="https://www.ependyseis.gr/anaptyxiakos/files/GR_Development_law_En_2.pdf">https://www.ependyseis.gr/anaptyxiakos/files/GR_Development_law_En_2.pdf</a> |

<sup>16</sup> Attach file or give the appropriate link

|                            |                                | intensities and aid amounts)   |   |
|----------------------------|--------------------------------|--|---|
| National Law No. 3401/2005 | President of Hellenic Republic | Public offering and terms of trade (conditions for preparation, approval and circulation of the information which must be published in public during its offer in a regulated market that is established or operating in Greece) (adjustment to EU Regulation No. 71/2003) | <a href="http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wHrZvzjsKBkq3dtvSoClrL85-NoES4RXmB5MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluZGEbWKFFJfAif6rK85fSzF5yDVVDXjYJCJtVF5Lrx1EIX">http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wHrZvzjsKBkq3dtvSoClrL85-NoES4RXmB5MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluZGEbWKFFJfAif6rK85fSzF5yDVVDXjYJCJtVF5Lrx1EIX</a> |
| National Law No. 4351/2005 | President of Hellenic Republic | Duration of crowdfunding, way of execution, appointing committees, managing accounts, regulation for the takeover of any remaining amount after the end of crowdfunding  | <a href="http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wE4q6ggiv8WTXdtvSoClrL8xhbsbmd7Xg15MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluV268sNWNkQbqLe9igMjqpQEIDwfBmy_gUvzOeFtEevJ">http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wE4q6ggiv8WTXdtvSoClrL8xhbsbmd7Xg15MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluV268sNWNkQbqLe9igMjqpQEIDwfBmy_gUvzOeFtEevJ</a>     |
| National Law No. 4416/2016 | President of Hellenic Republic | Conditions for public procurement without requiring the compilation and disclosure of information material, financial limits   | <a href="http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wFHp_31M9ESQXdtvSoClrL8xcreXeJlx8t5MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluamODxB5wE-FnmvNCdHQpwH47Uw6ID1A_R3Tdo9AT7FK">http://www.et.gr/idos-nph/search/pdfViewerForm.html?args=5C7QrtC22wFHp_31M9ESQXdtvSoClrL8xcreXeJlx8t5MXD0LzQTLWPU9yLzB8V68knBzLCmTXKaO6fpVZ6Lx3UnKI3nP8NxdnJ5r9cmWyJWelDvWS_18kAEhATUkJb0x1LIdQ163nV9K--td6SluamODxB5wE-FnmvNCdHQpwH47Uw6ID1A_R3Tdo9AT7FK</a>     |

## ANNEX VI: Primary and secondary data (PP)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster                      | Description<br>(50-100 words)  | Contact info<br>(name, organization, address,<br>email, telephone number,<br>website)   | Website<br>(URL)  |
|--------------------------------------|--|---|---|
| <b>Cluster Lucano di Bioeconomia</b> | The Lucano Cluster of Bioeconomy was created by an initiative of various public and private entities under the direction of the Basilicata Region that adopted the regional strategy for smart specialization of research and innovation 2014-2020, identifying five thematic areas of potential development based on the structuring of specific cluster. Among these areas is the bioeconomy cluster, which includes the themes of water resource management, genomics for sustainable, precision and integrated agriculture, nutrition and health, green chemistry, non-technological innovation in the agri-food sector. | Headquarters:<br>c/o API Potenza Via della Tecnica<br>24/b • 85100 Potenza<br><br>Operational Offices:<br>c/o ALSIA - Centro Ricerche<br>Metapontum Agrobios • s.s.<br>Ionica 106 Km. 448,2 • 75012<br>Metaponto di Bernalda (MT)<br><br>Dott.ssa Maria Gallitelli<br>maria.gallitelli@alsia.it | <a href="https://www.clusterlucanobioeconomia.org">https://www.clusterlucanobioeconomia.org</a> |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)

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|--|--|------------------|--|
|  |  | +39 0835 5413230 |  |
|--|--|------------------|--|

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional<br>program or<br>initiative,<br>legislation,<br>regulation) | Responsible authority | Description (50-100 words)  | File <sup>2</sup> or link (URL)   |
|--|-----------------------|---|---|
| Basilicata Region<br>Rural Development<br>Program  | Basilicata Region     | <p>The Basilicata Region Rural Development Program is based on innovation, competitiveness and supply chains, environmental sustainability and territorial governance, as strategic priorities of the regional policy for rural development, defined in coherence with the Europe 2020 objectives and with the guidelines of the Partnership Agreement.</p> <p>With execution decision n. 8259, on November 20, 2015, the European Commission approved the Program for the 2014-2020 programming period. The public resources allocated through the EAFRD for the implementation of the program amount to 680 million euros. (€ 411.49 million from the EU budget and € 268.67 million from national co-financing).</p> | <a href="http://europa.basilicata.it/feasr/">http://europa.basilicata.it/feasr/</a> |

<sup>2</sup> Attach file or give the appropriate link



**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network        | Description<br>(50-100 words)  | Contact info<br>(name, organization, address,<br>email, telephone number,<br>website)   | Website<br>(URL)  |
|------------------------|--|---|---|
| <b>CIA Basilicata</b>  | <p>C.I.A. (Italian Confederation of Farmers) Regional Basilicata operates in the sector of assistance, guidance and consultancy in the agriculture sector.</p> <p>C.I.A. ensures its associates very high professional skills indispensable in a context of continuous and rapid evolution, adapting its working procedures to the new provisions on the subject, learning in advance any procedural change to be able to intervene by adapting the skills of Human Resources used in these processes.</p> <p>C.I.A. Basilicata is an autonomous, unitary and democratic professional organization of farmers that has the task of representing them and defending their economic and social interests and affirming the fundamental importance of the role of agriculture in the economy and in society.</p> <p>The Confederation proposes itself as a reference for all the economic structures of farmers, promotes intersectoral relations with other sectors of the economy, participates in agricultural bargaining, work, intervenes in collective and individual disputes.</p> | <p>Regional and provincial Headquarters:</p> <p>Via Dell'Edilizia - Lotto E</p> <p>Potenza, Italy</p> <p>Tel: +39 0971 476409</p> | <a href="http://www.ciabasilicata.it/">http://www.ciabasilicata.it/</a>   |
| <b>Confagricoltura</b> | Confagricoltura is the organization of representation and protection of the Italian agricultural enterprises. It recognizes in the agricultural entrepreneur the protagonist of the production and pursues the economic, technological and social development of agriculture and   | <p>Regional HQ:</p> <p>Via Marrucaro, 5</p> <p>POTENZA 85100 (POTENZA)</p>  | <a href="http://www.confagricoltura.it">http://www.confagricoltura.it</a> |

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|                   | <p>agricultural enterprises.</p> <p>The presence of Confagricoltura in the national territory is realized, in a widespread manner, through the regional Federations (it is present in all the Regions), the provincial Unions (in all the provinces) the area offices and the municipal delegations (over 2,200 offices), as well as through the category Federations (which include the regional and provincial trade unions) and the product Federations (which frame the corresponding regional and provincial product sections). The headquarters is in Rome, in the historic Palazzo Della Valle. It is also present in Brussels, with its own representative office, and in other European Union countries.</p> <p>The Confederation also takes care of the problems of young agricultural entrepreneurs, women entrepreneurs in agriculture and the elderly farmers represented, internally, respectively by the National Association of Young Farmers - ANGA - by Confagricoltura Donna and by the National Association of Farmers' Pensioners, ANPA</p> | <p>Tel: 0971/601035</p> <p>Fax: 0971/52328</p> <p>E-mail: <a href="mailto:fedbasil@confagricoltura.it">fedbasil@confagricoltura.it</a></p> <p><b>President:</b> Dr. Battifarano<br/>Francesco Paolo</p> |   |
| <b>Coldiretti</b> | <p>Coldiretti (National Confederation of Direct Cultivators) is the largest representative and assistance association of Italian agriculture.</p> <p>Coldiretti is a social force that represents agricultural enterprises and values agriculture as an economic, human and environmental resource.</p> <p>Its objective: to guarantee agricultural companies opportunities for development within a framework of full integration of agriculture with the country's economic and social interests.</p> <p>Its strategy: to choose the system of concertation, the fulcrum of every modern economic democracy, in all the economic and political venues: with the government, with the local authorities, with the community institutions.</p> <p>Its agenda is divided into two projects: Green Enterprise, aimed at</p>  | <p>Federazione Regionale Coldiretti<br/>Basilicata</p> <p>Potenza- via dell'Edilizia, snc</p> <p>tel. +39 0971/508211</p> <p>fax +39 0971/508218</p> <p>Direttore:<br/>Francesco MANZARI</p>            | <p><a href="https://www.coldiretti.it/">https://www.coldiretti.it/</a></p> <p><a href="http://www.basilicata.coldiretti.it">http://www.basilicata.coldiretti.it</a></p> |

|                  |   |  |  |
|------------------|---|--|--|
|                  | <p>the competitive growth of agricultural companies, Campagna Amica, to build a dialogue between producers and consumers in the time of globalization.</p> <p>Its strength: hundreds of thousands of agricultural businesses that believe in all this.</p> <p>With the Green Enterprise Project, Coldiretti proposes a modern vision of agriculture within the agri-food supply chain. With this project, it aims to build a system of companies that is at the same time competitive on the market, capable of enhancing the quality, typicality and genuineness of the products and supporting and protecting the environment. In the Green Enterprise project, the new generations of agricultural entrepreneurs have a fundamental role, open to technological innovation and a new culture of food and the environment.</p> <p>Impresa Verde is Coldiretti's project for a new agricultural policy focused on business, its growth and its development in Italy in the 21st century.</p> |  |  |
| <b>FLAI CGIL</b> | <p>The FLAI is a trade union of the CGIL which organizes agricultural workers and workers in the food processing industry.</p> <p>Among its fundamental statutory principles is that of protecting, defending and promoting the individual and collective rights of the workers it represents (permanent and temporary employees, seasonal workers, temporary workers) and to strengthen solidarity among all stable, precarious workers and unemployed.</p> <p>The FLAI bases its political choices on the improvement and protection of living and working conditions, on defense and on safeguarding health, the environment and the territory.</p> <p>The FLAI works to strengthen the unity of the trade union movement in Italy and in Europe. It is affiliated with Seta, the European Federation of Food Industry Workers; to the EFA, the</p>  | <p>Regional HQ:<br/>CGIL Basilicata<br/>Via Bertazzoni, 86 - 85100 Potenza</p> | <p><a href="https://www.flai.it/">https://www.flai.it/</a></p> |

|                 |  |  |   |
|-----------------|--|--|---|
|                 | European Federation of Agricultural Workers and the UITA, the Agro-Industry International Union of Workers.  |  |   |
| <b>FAI-CISL</b> | <p>Fai CISL represents about 200,000 workers in agriculture and related activities, in the food industry, forests, fisheries and tobacco.</p> <p>It is divided into regional and territorial structures with presence in all Italian regions and provinces.</p> <p>It is also articulated in sectoral coordination to better represent the structural and professional specificities: immigrants, reclamation, development and forestation policies, fishing, labor market and social security, breeders, agrarian consortia, women, EWCs, tobacco, crafts and bakery.</p> <p>It carries out an extensive contractual activity at national, corporate, territorial and sectorial level.</p>  | <p>Regional HQ:</p> <p>BASILICATA</p> <p>VIA DEL GALLITELLO 56</p> <p>85100</p> <p>+39 0971.476778</p> <p>FAI_BASILICATA@CISL.IT</p> | <a href="https://www.faicisl.it/">https://www.faicisl.it/</a>   |
| <b>UILA</b>     | <p>The UILA (Italian Union of Agri-food Works) is a secular and reformist union that was born in 1994 from the merger of two sectors (agriculture and food industry) of the UIL but has its roots in the labor struggles of the late 1800s and in the establishment of the first leagues municipal agricultural workers.</p> <p>The workers of the sector adhere to the UILA, of every religious conviction, politics and ethnicity, associated for the defense of the common professional, economic, social and moral interests in respect of the principles of democracy and freedom, affirmed in the republican constitution born from the resistance.</p> <p>The UILA aims to defend and improve the social, economic and moral interests of the members to determine, together with a more advanced socio-political order of the nation, living conditions that meet the needs of the category.</p> | <p>Regional HQ:</p> <p>Via Napoli 3</p> <p>85100 Potenza</p> <p>Tel +39 0971.411435</p> <p>urbasilicata@uil.it</p>                   | <p><a href="http://www.archivio-uila.it/">http://www.archivio-uila.it/</a></p> <p><a href="http://www.uilbasilicata.it">http://www.uilbasilicata.it</a></p> |
| <b>CopAgri</b>  | The Copagri is a professional agricultural organization with a general vocation, present throughout the national territory, with a national headquarters, 18 regional offices, 77 provincial offices, 261  | <p>Provincial HQ:</p> <p>POTENZA – Via Francesco Torraca,</p>  | <a href="http://www.copagri.it/">http://www.copagri.it/</a>   |

|              |  |  |  |
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|              | <p>municipal offices and which has 651,479 members.</p> <p>Established as a coordination of professional organizations in 1991, it became a confederation of agricultural producers in 1995, the year in which it was recognized in the National Council of Economy and Labor (CNEL) as the most representative organization of direct farmers, and by the Ministry of Work as representation of national importance and, therefore, authorized to keep the Business Register on behalf of the associated producers.</p> <p>Copagri are members of economic, associative and service structures involved in the various sectors. Alongside these, the Confederation has implemented ad hoc tools in the areas of technical assistance, agricultural disclosure, training, tax, social security and administrative and accounting services.</p> | <p>92 – 85100 Potenza</p> <p>Contact: Claudio Claudio</p> <p>Tel. +39 0971.34160</p> <p>Fax +39 0971.34160</p> <p>potenza@copagri.it</p>   |  |
| <b>CCIAA</b> | <p>CCIAA (the Chamber of Commerce, Industry, Crafts and Agriculture carries out activities to support the competitiveness of businesses and the territory, support and assistance for technological innovation, work orientation and professions.</p>  | <p>Provincial HQ:</p> <p>Camera di Commercio Industria Artigianato e Agricoltura di Potenza</p> <p>- Corso XVIII Agosto 34 - 85100 Potenza -</p> <p>Tel: +39 0971412111</p> <p>Fax: +39 0971412248</p> | <p><a href="https://www.pz.camcom.it/">https://www.pz.camcom.it/</a></p> |

## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

| <b>Title of study/plan</b>                     | <b>Responsible person/organization</b> | <b>Description (50-100 words)</b>  | <b>File<sup>5</sup> or link (URL)</b>   |
|--|--|--|---|
| IL SISTEMA AGROALIMENTARE NELL'ECONOMIA LUCANA | Basilicata Region<br>Unioncamere       | A study about agro-food sector with focus on agricultural added value and regional GDP,<br><br>Productivity and investments in Lucan agriculture ,<br><br>Regional agricultural productions: specializations and trends; The entrepreneurial base of the agricultural sector and the social development of companies<br><br>Agricultural employment<br><br>Import export | <a href="http://basilicatadati.regione.basilicata.it/wp-content/uploads/2017/04/Report_sistema-agroalimentare.pdf">http://basilicatadati.regione.basilicata.it/wp-content/uploads/2017/04/Report_sistema-agroalimentare.pdf</a> |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of study</b>  | <b>Responsible person/organization</b> | <b>Title of EU funded project</b> | <b>Description (50-100 words)</b>   | <b>File<sup>6</sup> or link (URL)</b> |
|--|--|-----------------------------------|---|---------------------------------------|
| MIPAIS - Methodologies et Instruments pour la Pianification et | Province of Potenza                    | MIPAIS                            | The MIPAIS project aims to define strategies and to implement suitable tools to bridge the gap between water demand and supply, by mitigating the conflicts arising from the various uses of water resources for irrigation purposes and for other aims and assuring an |                                       |

<sup>5</sup> Attach file or give the appropriate link

<sup>6</sup> Attach file or give the appropriate link

|   |   |               |   |  |
|---|---|---------------|---|--|
| la gestion durable de l'Irrigation en condition de Secheresse<br>Final Report |   |               | adequate irrigation level to agriculture. The MIP AIS database serves as a point of reference collecting all the experiences made within the framework of other Interreg projects, where similar themes were dealt. Thus it serves as a working environment and exchange of information to fuel other studies and tests performed in the Mediterranean area. Contacts and links have been established with other concluded or ongoing Interreg projects for the exchange of information, sharing and collection of results. |  |
| MIREDAF   | ALSIA   | MIREDAF       | LOCAL DEVELOPMENT - Valorisation of typical cheeses   |  |
| MEDITERRITAG E  | LP Calabria Region<br>Partner Basilicata Region | MEDITERRITAGE | LOCAL DEVELOPMENT - Economic enhancement of the natural and cultural heritage of the Mediterranean mountains  |  |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study            | Responsible person/ organization | Description (50-100 words)  | File <sup>8</sup> or link (URL)   |
|---------------------------|----------------------------------|---|---|
| IL SISTEMA AGROALIMENTARE | Basilicata Region                | A study about agro-food sector with focus on agricultural added value and regional GDP, | <a href="http://basilicatadati.regione.basilicata.it/wp-">http://basilicatadati.regione.basilicata.it/wp-</a> |

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate link



|                      |             |  |   |
|----------------------|-------------|--|---|
| NELL'ECONOMIA LUCANA | Unioncamere | Productivity and investments in Lucan agriculture,<br>Regional agricultural productions: specializations<br>and trends;<br><br>Import export | content/uploads/2017/04/Report_sistema-agroalimentare.pdf |
|----------------------|-------------|--|---|

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**  
(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study                                       | Responsible person/<br>organization     | Title of cluster or<br>cooperation<br>network  | Description<br>(50-100 words)   | File <sup>10</sup> or link (URL)  |
|--|---|--|---|---|
| IL SISTEMA<br>AGROALIMENTARE<br>NELL'ECONOMIA LUCANA | Basilicata<br>Region<br><br>Unioncamere | Unioncamere -<br>Italian Union of<br>Chambers of<br>Commerce,<br>Industry, Crafts and<br>Agriculture - | A study about agro-food sector with focus on<br>agricultural added value and regional GDP,<br><br>Productivity and investments in Lucan agriculture<br>,<br><br>Regional agricultural productions: specializations<br>and trends ;<br><br><br>Import export | <a href="http://basilicatadati.region&lt;br/&gt;e.basilicata.it/wp-&lt;br/&gt;content/uploads/2017/04/&lt;br/&gt;Report_sistema-&lt;br/&gt;agroalimentare.pdf">http://basilicatadati.region<br/>e.basilicata.it/wp-<br/>content/uploads/2017/04/<br/>Report_sistema-<br/>agroalimentare.pdf</a> |

<sup>9</sup> See also questions 1 and 3.

<sup>10</sup> Attach file or give the appropriate link

**Section 3: Exports and imports of agro-food products****8. List of agro-food exporters in your region/country.**

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food<br>products | Contact info<br>(name, organization, address, email, telephone number,<br>website) | Website<br>(URL) |
|----------------------------------|--------------------------------|--|------------------|
|                                  |                                |  |                  |
|                                  |                                |  |                  |
|                                  |                                |  |                  |
|                                  |                                |  |                  |
|                                  |                                |  |                  |

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food products | Contact info<br>(name, organization, address, email, telephone number,<br>website) | Website<br>(URL) |
|----------------------------------|-----------------------------|--|------------------|
|                                  |                             |  |                  |

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

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**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority                | Description (50-100 words)  | File <sup>12</sup> or link (URL)  |
|---|----------------------------------|---|---|
| EU implementing regulations and laws                                      | Ministry of economic development | The import and export customs operations with third countries of agri-food products falling within the common organization of agricultural markets (Reg.UE 1308/2013 of the European Parliament and of the Council concerning the common organization of agricultural product markets) may be subject to the release of an import or export license issued by this Administration according to the methods established in the Commission delegated Regulation 2016/1237 of the Commission and in the 2016/1239 Implementing Regulation. In this regard, read the Press Release n.6 of 3.8.2016. | <a href="https://www.mise.gov.it/index.php/it/commercio-internazionale/import-export/agroalimentare">https://www.mise.gov.it/index.php/it/commercio-internazionale/import-export/agroalimentare</a> |

<sup>12</sup> Attach file or give the appropriate link

**Section 4: EU quality schemes for agro-food products**

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product              | Type of label (PDO, PGI, TSG or organic) | Cultivation areas | Production | Trade | Exports |
|--|--|-------------------|------------|-------|---------|
| Canestrato of Moliterno (cheese)       | IGP                                      |                   |            |       |         |
| Pecorino di Filiano (cheese)           | DOP                                      |                   |            |       |         |
| Extra Virgin Olive Oil Vulture         | DOP                                      |                   |            |       |         |
| Rotonda Red Aubergine                  | DOP                                      |                   |            |       |         |
| Rotonda White Bean                     | DOP                                      |                   |            |       |         |
| White Sarconi Beans                    | IGP                                      |                   |            |       |         |
| Peperone crusco of Senise (red pepper) | IGP                                      |                   |            |       |         |
| Aglianico del Vulture wine             | DOP                                      |                   |            |       |         |
| Terre dell'Alta Val d'Agri wine        | DOP                                      |                   |            |       |         |
| Grottino di Roccanova wine             | DOP                                      |                   |            |       |         |

**Section 5: Trade fairs, trade shows and exhibitions**

<sup>13</sup> Provide data from 2010 till most recently

**12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.**

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Type of event<sup>14</sup><br/>(trade fair, trade show, exhibition)</b> | <b>Organization body</b>                      | <b>Description (50-100 words regarding the scope and the agro-food products covered)</b>   | <b>Dates</b>                   | <b>Place</b>   | <b>Website (URL)</b>  |
|--|---|--|--------------------------------|----------------|---|
| Cantinando Wine and Art  | Municipality of Barile + Private Associations | In the wonderful Parco delle Cantine di Barile, is organized an event dedicated to Aglianico del Vulture, the prized wine produced in northern Basilicata. Not only tastings in the City of Wine but also many events dedicated to art, music and literature to entertain the many visitors, for whom Cantinando has certainly become one of the unmissable summer stops.<br><br>Artistic, cultural and multi-ethnic stimuli are the gift of an event that perfectly expresses the spirit and hospitality of the Lucan people. | 17-20 August                   | Barile (PZ)    | <a href="https://www.vulturenews.net/barile-torna-lattessissimo-cantinando-aglianico-musica-tradizioni-programma/">https://www.vulturenews.net/barile-torna-lattessissimo-cantinando-aglianico-musica-tradizioni-programma/</a> |
| Aglianica Wine Festival  | Consorzio Vitivinicolo del Vulture            | Aglianica Wine Festival is the right appointment for wine lovers, a journey that will stimulate your senses. Aglianico is a red grape typical of Southern Italy, very common in Basilicata. The wine that is produced from this vine is very appreciated, moreover the Aglianico del Vulture Superiore is a DOCG brand, while  | 1 <sup>st</sup> week of August | Vulture Region | <a href="http://www.aglianica.wine/">http://www.aglianica.wine/</a>   |

<sup>14</sup> Select events that occur regularly (e.g., every year)

|   |  |  |                    |                |   |
|---|--|--|--------------------|----------------|---|
|   |  | <p>the Aglianico del Vulture is a DOC.</p> <p>The large Aglianico wine shop is the fulcrum of the event, where all the labels of this long-lived wine, placed on the market, are available.</p> <p>Workshops and seminars organized by major associations such as FIS, GOWINE, SLOOFOOD</p> <p>The occasion is also ideal for discovering the territory of Vulture with the castles that belonged to Federico II and the volcanic lakes from which mineral water springs are born.</p> |                    |                |   |
| Sagra del Canestrato di Moliterno IGP             | Municipality of Moliterno + Private Associations | <p>Famous canestrato cheese. In the historic center of Moliterno a gastronomic itinerary is set up enriched by local craft shops and enlivened by good popular music and games.</p> <p>The Canestrato di Moliterno is the only Italian IGP linked to a cheese, the name derives from the fact that the curd is pressed by hand inside the fuscelle, the rush baskets. This cheese is made from goat's milk and grazing sheep.</p>  | 9-10 August        | Moliterno (PZ) | <a href="http://www.comune.moliterno.pz.it/eventi/84-admin.html">http://www.comune.moliterno.pz.it/eventi/84-admin.html</a>   |
| "U strittul' ru zafaràn" (Il vicolo del peperone) | Municipality of Senise + Associazione Assa       | Event dedicated to the peperone crusco of Senise (Red pepper), an IGP production that covers the hills of Basilicata. In August, the historic center of Senise is colored with red pepper, those present can learn about the beauty of the place and taste   | 2nd week of August | Senise (PZ)    | <a href="https://www.sagreinbasilicata.com/sagre/u-strittul-ru-zafaran-sagra-del-peperone-di-senise.htm">https://www.sagreinbasilicata.com/sagre/u-strittul-ru-zafaran-sagra-del-peperone-di-senise.htm</a> |

|                          |   |   |                           |              |   |
|--------------------------|---|---|---------------------------|--------------|---|
|                          |   | <p>specialties based on zafaran.</p> <p>Much of the collected pepper is dried, once dried it is fried with oil and garlic and eaten hot. It is used to flavor turnip greens, to season cod and in a thousand different ways. They are also eaten fresh.</p> <p>Once you have tasted all the dishes proposed for the Pepper Festival you can take part in one of the proposed guided tours, visit the exhibitions, try out the popular games or attend cooking competitions.</p>   |                           |              |   |
| Il bianco e la rossa DOP | Municipality of Rotonda + Consorzi di Tutela della Melanzana Rossa DOP edel Fagiolo Bianco di Rotonda DOP | <p>Brought from Africa to Basilicata at the beginning of the last century, following some Lucanians who emigrated and decided to return to their homeland, the "melangiana a pummadora" found fertile and ideal soil for its cultivation in the municipalities of Pollino. After becoming an essential food on the farmers' tables during the post-war period, the aubergine risked extinction, but thanks to the work of farmers and institutional bodies that promoted its consumption and cultivation, in 2007 it obtained the recognition of the DOP brand . Unlike the classic purple aubergine, the red aubergine - which has also been included among the Slow Food aids since 2000 - does not even blacken after many hours after cutting; it has an intense and fruity aroma, which in some ways resembles that of prickly pears, and is</p> | 31st August-2nd September | Rotonda (PZ) | <a href="https://www.biancoerossadop.it/">https://www.biancoerossadop.it/</a> |



|                               |  |   |                     |              |   |
|-------------------------------|--|---|---------------------|--------------|---|
|                               |  | very rich in antioxidants. Next to the red aubergine, another Pollo dop is that of the white bean; a small record is that of Rotonda which has two protected designations of origin. To characterize this tasty legume is the finesse and delicacy of the integument which guarantees quicker cooking than the other varieties and a high protein content.  |                     |              |   |
| Sagra del fagiolo di Sarconi  | Municipality of Sarconi                        | <p>The Sagra of I.G.P. Bean of Sarconi is one of the most anticipated events of the Lucan summer and for about ten years has been monopolizing the calendar of gourmets and gastronomies ready to meet in August in the pretty town of the valley. The festival, which for some years has also conquered the national limelight and can count on noteworthy numbers - 30 thousand presences in the two evenings of the last edition - has reached the XXXVII edition and is considered one of the most enduring festivals in Italy.</p> <p>A great party entirely dedicated to “His Majesty” the Bean of Sarconi, a product of excellence in the Lucanian and Italian gastronomy that has been awarded the I.G.P.</p> | 3rd week of August  | Sarconi (PZ) | <a href="http://www.sagradelfagiolo.it/">http://www.sagradelfagiolo.it/</a>   |
| Sagra del Pecorino di Filiano | Municipality of Filiano + Private Associations | The importance of our roots intertwined with sheep farming is more alive than ever in the days of the cheese festival that we revive every year in the heart of Filiano.  | Last week of August | Filiano (PZ) | <a href="https://www.pecorinofiliano.it/">https://www.pecorinofiliano.it/</a> |

|                    |  |   |                                 |            |   |
|--------------------|--|---|---------------------------------|------------|---|
|                    |  | Pecorino has become famous all over the world thanks to its taste, the quality of the local flocks and the many organoleptic properties of the pastures of the area. Equally famous are the Lucanian specialties that have kept the oldest techniques of dairy art, preserved by expert masters who, every day, with so much passion transform milk.  |                                 |            |   |
| Sagra della Varola | Municipality of Melfi + Private Associations | <p>In the 3rd week of October, Melfi is preparing to celebrate the brown of the Vulture in the famous Sagra della Varola (Chestnut). There are about thirty thousand people who come here every year to taste this delicious chestnut-flavored chestnut that <b>is vying for IGP recognition</b>.</p> <p>Ancient origins for this popular event organized by the town Pro Loco, one of the most noble festivals in Basilicata. On the days of the festival it seems to be in a large forest, for every where stands that look like mountain shelters with lots of chestnut-based foods on display: the chestnut cake, the sweets and the brown ice cream, the chestnut beer, the tables with pasta made from chestnut flour, meat seasoned with chestnut cream and light brown pizza.</p> | 3 <sup>rd</sup> week of October | Melfi (PZ) | <a href="https://sagradellavarola.it/">https://sagradellavarola.it/</a> |

## Section 6: Innovative agro-food companies

**13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?**

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>15</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
| See point 2 and 10  |                   |                               |                                  |

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
| See point 2   |                   |                               |                                  |

<sup>15</sup> Attach file or give the appropriate link<sup>16</sup> Attach file or give the appropriate link

## ANNEX VII: Primary and secondary data (E-ZAVOD)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster                                      | Description<br>(50-100 words)  | Contact info<br>(name, organization,<br>address, email,<br>telephone number,<br>website)  | Website<br>(URL)  |
|--|--|---|---|
| Slovenia's smart specialization strategy - SRIP FOOD | <p>SRIP FOOD is a long-term Strategic Research and Innovation partnership for Sustainable Food Production. It has developed into a dynamic community of agriculture holdings, companies, cooperatives, research institutions, investors and other interested parties, whose main interests are focused on improvement of research and development activities in the companies for the purpose of agri-food sector development.</p> <p>SRIP FOOD with its partners in different fields, including ICT, provides excellent foundation for implementation and improvement of ICT in the agri-food sector. As a challenge, we have recognized the lack of digital competencies, establishment and organisation of information databases and higher cyber security. In order to achieve this, we have joined a partnership <i>ICT – horizontal network</i>.</p> | <p>GZS-Zbornica kmetijskih in živilskih podjetij</p> <p>Dimičeva ulica 13</p> <p>1000 Ljubljana</p> <p>E: srip.hrana@gzs.si</p> | <a href="https://www.gzs.si/srip-hrana/">https://www.gzs.si/srip-hrana/</a> |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)

|   |  |   |   |
|---|--|---|---|
| Slovenia's smart specialization strategy - SRIP HORIZONTAL ICT NETWORK  | <p>The basic objective of IKT_Hm according to the S4 strategy is providing support to the developmental activities of all SRIPs in the field of ICT, above all in the preparation of foundations for the use and integration of ICT as enabling technologies.</p> <p>The digital transformation as a key paradigm of modern development and human progress removes the gap between ICT as a technology and different processes (industrial, business, citizen ...). Active collaboration between IKT_Hm and the other SRIP Smart Cities and Communities verticals and SRIPs shall therefore be its key task. In scope of IKT_Hm, we are going to focus on the development and implementation of integrated systems/platforms, and at the same time use our competence and solutions to support the developmental activities in the focus fields of individual SRIPs and SRIP Smart Cities and Communities verticals.</p> | <p>Gospodarska zbornica Slovenije<br/>Dimičeva 13, 1504 Ljubljana,<br/>T: + 386 (0) 1 5898 000<br/><a href="mailto:ikthm@gzs.si">ikthm@gzs.si</a></p>   | <p><a href="https://ikthm.gzs.si/">https://ikthm.gzs.si/</a></p>  |
| Slovenia's smart specialization strategy - Strategic Development Innovation Partnership - Networks for the transition to a circular economy | <p>SRIP - The network for the transition to a circular economy represents an innovation cluster, an eco system that represents the structure of independent stakeholders (eg small, medium and large enterprises, innovative start-ups, other organizations for the dissemination of research and knowledge, non-profit and non-governmental organizations) designed to support innovative activities, encouraging capacity sharing, sharing knowledge and experience, and effectively contributing to knowledge transfer, networking, dissemination of information and cooperation, and linking between businesses and other stakeholders, members in the cluster.</p>  | <p>Štajerska gospodarska zbornica<br/>Ulica talcev 24, 2000 Maribor<br/>T: + 386 (0) 2 220 87 00<br/>F: + 386 (0) 2 220 87 11<br/>E: <a href="mailto:info@stajerskagz.si">info@stajerskagz.si</a></p> | <p><a href="http://www.stajerskagz.si">www.stajerskagz.si</a></p> |

## 2. Which is the current policy for developing agro-food clusters in your region/country?

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional program or initiative, legislation, regulation)          | Responsible authority   | Description (50-100 words)   | File <sup>2</sup> or link (URL)   |
|---|---|--|---|
| Zakon o podpornem okolju za podjetništvo - Law on Supportive Environment for Entrepreneurship | Služba vlade RS za zakonodajo - Government Office for Legislation | <p>Law on Supportive Environment for Entrepreneurship.</p> <p>This Act sets out measures to promote entrepreneurship and organization in this area, as well as procedures for allocating funds intended to create an enabling environment for entrepreneurship.</p> <p>The basic objectives of the law are:</p> <ul style="list-style-type: none"> <li>- the establishment of an effective support environment at the local, provincial and national levels,</li> <li>- creating awareness of the importance of entrepreneurship for economic development and the realization of creative entrepreneurial potentials of citizens,</li> <li>- increasing the chances of setting up new businesses, encouraging their growth and creating new jobs,</li> <li>- accelerating the exploitation of entrepreneurial and innovation potentials,</li> <li>- establishing an effective support environment for potential entrepreneurs and entrepreneurs (hereinafter: entrepreneurs) and operating companies at all stages of their development, to access comprehensive support services,</li> <li>- encouraging integration between research and education organizations and the economy.</li> </ul> | <a href="http://pisrs.si/Pis.web/pregledPredpisa?id=ZAKO5104">http://pisrs.si/Pis.web/pregledPredpisa?id=ZAKO5104</a> |

<sup>2</sup> Attach file or give the appropriate link

|  |   |   |   |
|--|---|---|---|
| Zakon o gospodarskih družbah - Companies Act | Služba vlade RS za zakonodajo - Government Office for Legislation | Companies Act - This Act sets out the basic statutory corporate rules for the establishment and operation of companies, sole proprietorships and sole proprietors of individuals, related parties, economic interest associations, branches of foreign companies and their status transformation. | <a href="https://zakonodaja.com/zakon/zgd-1">https://zakonodaja.com/zakon/zgd-1</a> |
|--|---|---|---|

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network  | Description<br>(50-100 words)  | Contact info<br>(name, organization,<br>address, email, telephone<br>number, website)          | Website<br>(URL)  |
|--|--|--|---|
| Gospodarsko interesno združenje Nanoški sir - Nanos cheese economic interest Association | Nanos cheese economic interest Association, milk producers, agricultural plants and dairies of Vipava  | <a href="#">GORIŠKA CESTA 13, 5271 Vipava</a> , 5271 Vipava                                    | <a href="https://www.mojaobcina.si/vipava/imenik/nanoski-sir-gospodarsko-interesno-zdruzenje-zdruzenje-pridelovalcev-mleka-kmetijskih-zadrug-in-mle.html">https://www.mojaobcina.si/vipava/imenik/nanoski-sir-gospodarsko-interesno-zdruzenje-zdruzenje-pridelovalcev-mleka-kmetijskih-zadrug-in-mle.html</a> |
| Economic Interest Association (GIZ) of the Meat Industry of Slovenia                     | The GIZ of the Meat Industry of Slovenia is an open-type economic association in which legal entities whose main activity is slaughter of livestock and the production and processing of meat and meat products can be joined. Before joining, members are obliged to respect the CODE OF MEMBERSHIP. In accordance with Article 563 of the Companies Act, GIZ acts as a non-profit organization whose objective is to promote the gainful activity of its members and to improve and increase the results | Dimičeva 9<br>1000 Ljubljana<br><br>T: +386 1 565 9245<br>M: 041 790 853<br>E: giz.mi@siol.net | <a href="http://giz-mi.si/">http://giz-mi.si/</a>   |

|   |  |   |   |
|---|--|---|---|
|   | of the branch.   |   |   |
| Kraški prosciutto Economic Interest Association   | Established in 2004. It is an association of Karst prosciutto producers.   | ŠEPULJE 31, ŠEPULJE, 6210 SEŽANA<br>T: <a href="tel:+38657310300">+38657310300</a><br>E: <a href="mailto:edvard.fonda@kras.si">edvard.fonda@kras.si</a> | <a href="https://www.bizi.si/GIZ-KRASKI-PRSUT/">https://www.bizi.si/GIZ-KRASKI-PRSUT/</a>                     |
| GIZ Kranjska klobasa – Economic Interest Association<br>Kranjska klobasa  | The Kranjska klobasa producers' interest association is active since 2005 and joins fifteen certified producers. The association highlights the quality control of Kranjska klobasa, the advantages of a protected geographical indication and the promotion of a higher quality product. Promotional activities have been carried out continuously since 2008 with the aim of a wide recognition of the traditional Slovenian food, marked with the logo "Kranjska klobasa-protected goods" and the EU symbol of quality "protected geographical indication".<br><br>All producers produce "Kranjsko klobaso" according to the precisely prescribed recipe and the approved production process - in accordance with the Specification approved by MAFF 324-535/2005/33. | Dimičeva ul. 9, 1000 Ljubljana.<br>T: + 386 (0) 1 565 92 40<br>E: <a href="mailto:giz.kranjskaklobasa@siol.net">giz.kranjskaklobasa@siol.net</a>        | <a href="http://www.kranjskaklobasa.si/">http://www.kranjskaklobasa.si/</a>                                   |
| Združenje izdelovalcev zgornjesavinjskega želodca - The Association of Producers of the "Zgornjesavinski želodec" | The Association of Producers of the "Zgornjesavinski želodec" (dried meat) is a voluntary, independent and non-profit organization that brings together natural persons involved in the production of the "Zgornjesavinski želodec", caterers and fans of the product in a joint effort to improve the quality of the production, its promotion, recognition of the geographical indication, in this regard, and the control of the use of the geographical indication.<br><br>The association has been in operation since 2004.<br><br>In this period of evaluation, a total of 380 producers and dozens of co-workers and lovers were enrolled in the membership.  | Rečica 55, 3332 Rečica ob Savinji<br>T: + 386 (0) 51 368 072<br>E: <a href="mailto:zelodci@gmail.com">zelodci@gmail.com</a>                             | <a href="http://www.zgornjesavinski-želodci.si/">http://www.zgornjesavinski-želodci.si/</a>                   |
| Gospodarsko interesno združenje   | The Economic Interesting Association of Distributors and Producers of Spirits (GIZ DPŽP) is a non-profit organization that advocates the creation of a business environment in which distributors and producers  | Vurnikova 2, 1000 Ljubljana   | <a href="http://www.spirits-slovenia.si/o-zdruzenju.html">http://www.spirits-slovenia.si/o-zdruzenju.html</a> |



|  |  |   |   |
|--|--|---|---|
| distributerjev in proizvajalcev žganih pijač (GIZ DPŽP) - The Economic Interest Association of Distributors and Producers of Spirits | <p>of spirits meet the expectations of society, consumers and business partners.</p> <p>The main objectives of the Association's:</p> <ul style="list-style-type: none"> <li>- to promote the understanding of the spirit drinks industry</li> <li>- to defend the right to produce and market spirits in a responsible manner by providing an appropriate legal basis for the production, marketing, distribution and sale of alcoholic beverages</li> <li>- to eliminate the discriminatory treatment of spirit drinks</li> <li>- to develop business-oriented environmental regulation</li> <li>- to promote the implementation of the highest standards of market communication</li> <li>- to promote programs for responsible drinking and harm reduction initiatives</li> <li>- to promote high nature protection standards throughout the supply chain</li> </ul> | <p>T: + 386 (0) 1 47 40 200</p> <p>E: <a href="mailto:info@spirits-slovenia.si">info@spirits-slovenia.si</a></p>                      |   |
| GIZ fitofarmacije - Economic interest association of phytopharmaceuticals  | <p>GIZ phytopharmaceuticals represent the plant protection industry in Slovenia. The phytopharmaceutical industry develops innovative and scientifically grounded solutions that enable the production of healthy, affordable crops and contributes to sustainable food supply.</p> <p>They are committed to modern agricultural technology based on sustainable development while protecting human health and the environment. They support innovation, operate in a predictable and coherent way, thus enabling their members to work for the job, protecting intellectual property and compensating for the introduction of new technologies and practices. They are working to secure the protection of plants against harmful organisms - with the desire to meet the needs of people now and in the future.</p>  | <p>Kržičeva 3,<br/>1000 Ljubljana<br/>Tel: 01/2562525<br/>Email: <a href="mailto:info@fitofarmacija.si">info@fitofarmacija.si</a></p> | <a href="https://fitofarmacija.si/">https://fitofarmacija.si/</a>       |
| The Economic Interest Grouping ekoKrepko   | The Economic Interest Grouping ekoKrepko was founded in 2008, with a view to actively participating in the solution of the Slovenian ecological area, and in this way, tries to bring together Slovenian organic growers and processors in the common achievement of goals such as: promoting  | <p>Laze 22a<br/>SI-1370 Logatec</p>   | <a href="http://www.giz-ekokrepko.si/">http://www.giz-ekokrepko.si/</a> |

|  |  |   |   |
|--|--|---|---|
|  | organic farming, organic processing and marketing of organic products. The initiator for the establishment of the GIZ is an ecological dairy from Laz ati Logatec, which is the first in Slovenia to obtain a certificate for ecological processing of milk, which explicitly focuses on ecologically produced milk from Slovenian farms.  | T: +386 1 759 01 67<br>E: <a href="mailto:info@giz-ekokrepko.si">info@giz-ekokrepko.si</a>  |   |
| GIZ krompir - Economic Interest Grouping Potatoes  | Members of the Economic Interest Grouping - GIZ Potatoes are united in order to facilitate and promote their activity. They combine their strength with the tendency to improve the results and, consequently, profitability of the activity. More importantly, it is important for the industry to focus on the quality of products and services, as this will only strengthen the competitiveness of the industry in Slovenia and the world.<br><br>Their aim is to achieve greater competitiveness, productivity and consequently advancement and development of the industry through cooperation in technical, financial and marketing fields. | SLOVENSKA CESTA 2, 4207<br>CERKLJE NA GORENJSKEM  | <a href="http://krompirgiz.si/">http://krompirgiz.si/</a>   |
| GIZ mlekarstva Slovenije - Economic interest associations of dairy industry of Slovenia  | Economic interest associations of dairy industry. It unites all six Slovenian dairies, employing over one thousand people, and annually purchase about 345 million liters of milk from almost 5,000 Slovenian farmers.<br>Slovenian dairies, members of GIZ dairy are: Ljubljanske mlekarne, Mlekarna Celeia, Pomurske mlekarne, Mlekarna Planika, Mlekarna Škofja Loka and Mlekarna Krepko.   | Dimičeva ulica 13.<br>1000 Ljubljana<br>T: +386 1 566 15 49<br>E: <a href="mailto:gizmlekarstva@gzs.si">gizmlekarstva@gzs.si</a>  | <a href="https://www.bizi.si/GIZ-MLEKARSTVA-SLOVENIJE/">https://www.bizi.si/GIZ-MLEKARSTVA-SLOVENIJE/</a> |
| Združenje slovenskih pivovarn (GIZ) - Economic interest association of Slovenian Brewery | The association is working to create a brewing profession in Slovenia in a stimulating and developmentally advanced business environment. The association is an independent legal entity established in 1997. The founders of the association are Pivovarna Union d.d., Pivovarna Laško d.d. and the Institute for Hop Hoping and Brewing of Slovenia, which certified the contract of establishment on 9 May 2016.<br><br>The association connects Slovenian brewers and is an open type. It can include voluntarily legal persons and sole proprietors dealing with brewing or related activities.   | PIVOVARNIŠKA ULICA 2,<br>1000 LJUBLJANA, SLOVENIJA<br>T: <a href="tel:+38614717313">+386 1 47 17 313</a><br>E: <a href="mailto:kamien.komunikacije@siol.net">kamien.komunikacije@siol.net</a> | <a href="http://www.zpslo.si/">http://www.zpslo.si/</a>   |

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|   | The association is a member of the European Brewers of Europe organization.  |  |   |
| GIZ Slovenska zelenjava - Economic interest associations Slovenian vegetables | The founders of the Economic interest associations Slovenian vegetables are agricultural cooperatives. The main mission of the association is to increase the local production of vegetables with the goal of raising and maintaining quality and visibility and acting under a common brand with uniform packaging. The purpose of the association is to improve the economic position of vegetable growers and to connect producers for common visibility on the market. The goal of the association is to represent common positions in order to protect the common interests of its members in relation to trade, state authorities, institutions and organizations.   | Plemljeva ulica 2, 1210 Ljubljana – Šentvid<br>T: +386 59 070 851<br><br>E: <a href="mailto:info@gizslovenskazelenjava.si">info@gizslovenskazelenjava.si</a> | <a href="https://www.gizslovenskazelenjava.si/">https://www.gizslovenskazelenjava.si/</a>   |
| Semenarstvo Slovenije GIZ - Economic interest associations Seeds of Slovenia  | The seed of Slovenia is an interest-based association of producers and traders of seeds in Slovenia.<br><br>They have linked themselves to the common concern for the development of seed production in Slovenia, with the aim of promoting and facilitating activities in the field of breeding, production, processing and trade in seed, as well as improving its results, while strengthening the competitiveness of Slovenian seed production.<br><br>They are committed to free trade in seeds while respecting regulations and standards, which means: <ul style="list-style-type: none"> <li>- Regulated and correct rules for all participants in the European seed industry</li> <li>- The right to freedom of choice for all participants and customers in the seed industry</li> </ul> | Dolenjska cesta 250a, 1291 Škofljica<br><br>E: <a href="mailto:info@semenarstvo.si">info@semenarstvo.si</a>  | <a href="http://www.semenarstvo.si/">http://www.semenarstvo.si/</a>   |
| Zbornica kmetijskih in živilskih podjetij - Chamber of Agricultural and       | The Chamber of Agricultural and Food Companies brings together, connects and represents agricultural and food companies in relation to state authorities and European industry associations, shapes positions and policies towards the social partners, facilitates the development of activities and the flow of knowledge, ideas and conveys good Slovenian  | GZS - Zbornica kmetijskih in živilskih podjetij<br>Dimičeva 13<br>1504 Ljubljana<br><br>T: + 386 (0) 1 5898 000  | <a href="https://www.gzs.si/zbornica_kmetijskih_in_zivilskih_podjetij">https://www.gzs.si/zbornica_kmetijskih_in_zivilskih_podjetij</a> |

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| Food Companies   | <p>and European practices.</p> <p>It provides expert assistance in the form of counseling, education, information and training.</p>   | E: <a href="mailto:zivilska.ind@gzs.si">zivilska.ind@gzs.si</a>   |   |
| Pubec – Styrian young wine   | <p>Connecting Styrian winemakers to grow young wine.</p> <p>Styrian winemakers want to increase the visibility of their offer on the domestic and foreign market through the common approach in promoting young wines, and to strengthen the recognition of Styria as a top-notch wine country, excellent culinary and tourist destination. By linking Styrian winemakers to a single, recognizable story, winemakers also raise competitiveness in the domestic market and abroad.</p> <p>Presentation of a young wine as a specialty and a greater popularity of this wine.</p>   | <p>T: +386 (2) 462 2 791</p> <p>E: <a href="mailto:info@mediaspeed.net">info@mediaspeed.net</a></p>   | <a href="http://www.pubec.si/">http://www.pubec.si/</a>                                       |
| Združenje slovenskih vinarjev in izvoznikov vina - The Association of Slovenian Winemakers and Exporters of Wine | <p>The Association of Slovenian Winemakers and Exporters of Wine is a voluntary, non-profit, independent association with the aim of linking and joint promotion of Slovene wine on foreign markets.</p> <p>The purpose of the association is to combine, integrate Slovene winemakers and wine exporters with the aim of joint promotion on foreign markets.</p> <p>It pursue:</p> <ul style="list-style-type: none"> <li>- organizing joint appearances at fairs, tastings and presentations abroad</li> <li>- organizing meetings, consultations of members of the Society</li> <li>- preparation and editing of the website</li> <li>- information, counseling, education for members and the public</li> </ul> | <p>Arja vas 19<br/>3301 Petrovče<br/>Slovenia</p> <p>T: +386 3 713 1940</p> <p>E: <a href="mailto:info@zsv.si">info@zsv.si</a></p>  | <a href="http://www.zsv.si/contact.php">http://www.zsv.si/contact.php</a>                     |
| Association Kočevski med -   | <p>Producer group Kočevski forest honey was established in 2000. The association is granting a sticker “Kočevski forest honey” label with the protected designation of origin to all the beekeepers who fulfill the prescribed conditions from the specification for the Kočevski forest honey and have obtained the certificate of an independent control organization as proof to grant a certificate.</p>  | <p>Trata XIV 6A, 1330 Kočevje</p> <p>T: +386 (0) 8 383 56 14</p> <p>M: +386 (0) 31 764 107</p> <p>E: <a href="mailto:tomaz.lovsin@rc-kocevjeribnica.si">tomaz.lovsin@rc-kocevjeribnica.si</a></p> | <a href="http://www.kocevski-gozdni-med.si/index">http://www.kocevski-gozdni-med.si/index</a> |

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| Zadruga Dobrina<br>z.o.o. –<br>Cooperative Dobrina  | Zadruga Dobrina is the cooperative for the development of a sustainable local supply that was created in 2011. The main purpose of the Dobrina Co-operative is to develop small farms, fair food trade, and provide fair payment to growers and producers and to connect the countryside with the urban center, promote and develop organic farming, the principles of sustainable local food supply and socio-entrepreneurial activities in the field of food production and processing. It was founded by growers and processors from small traditional farms from the area of Slovenske gorice. Today they already supply a number of public kitchens. They offer products to all residents of Maribor through a system of fresh vegetables and fruits boxes in the online shop. | Jurovski Dol 1, 2223 Jurovski Dol<br><br>T: +386 02 621 0296<br><br>E: <a href="mailto:info@zadruga-dobrina.si">info@zadruga-dobrina.si</a>                          | <a href="http://www.zadruga-dobrina.si/">http://www.zadruga-dobrina.si/</a> |
| Zeleni krog –<br>skupinsko<br>naročanje<br>pridelkov - Green<br>circle - group<br>ordering of crops | The green circle is a link between farmers who produce in an environmentally friendly way, and consumers. They organize improvised markets in Ljubljana, Maribor and Celje and carry out other activities to strengthen the self-sufficiency of local communities. The purpose of the Green Circle is to contribute in the social environment of Slovenia to the realization of sustainable development and the self-care of Slovenia with food and seeds, to raise people awareness of the importance of the existence of Slovene farms and sustainable productions of local producers, to inform about where and how to provide quality Slovenian crops more favorable prices and principles of Fair Trade, and help in the preservation and exchange of Slovenian seeds.         | Društvo Zeleni krog Slovenije<br>Ob ribniku 27, 2000 Maribor<br>e-pošta:<br><a href="mailto:zelenikrog.si@gmail.com">zelenikrog.si@gmail.com</a><br>tel: 068 192 991 | <a href="http://www.zelenikrog.si/">http://www.zelenikrog.si/</a>           |
| Cooperative Ajdna   | The Ajdna co-operative was established in 2014 within the project Local self-care of the seven municipalities of Upper Gorenjska region, whose primary objective is to increase the quantity in the domestic environment of the produced food. They encourage ecological farming and integrate farmers in the cooperative, providing comprehensive professional support and honest buying of their products within local communities.<br><br>Ajdna cooperated with the Loška zadruga and the Radovljica trade with local food of 18second3, thus providing hinterland, logistical support and linking with already experienced food suppliers to public institutions  | Ovsiše 55, 4244 Podnart<br>T: 041 556 211<br>T: 04 533 02 80<br>E: <a href="mailto:ekoporta@gmail.com">ekoporta@gmail.com</a>  | <a href="http://www.ajdna.si/">http://www.ajdna.si/</a>                     |

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|  | and other customers. Co-operatives sell in local markets and invite customers to a partnership.   |   |   |
| Jarina, Zadruga za razvoj podeželja - Jarina, Rural Development Cooperative                                    | <p>The Jarina Cooperative has been a link between small local producers and buyers in the central part of Slovenia since 2004 and was created as a spin-off zone of the development agency Development Center of the Heart of Slovenia, d. o. o. Jarina advocates improving the nutritional habits of the population, linking local producers and consumers, and providing health food supplies produced in the local environment.</p> <p>The network has over 100 suppliers from different parts of the country. Suppliers are family farms and some family businesses that employ up to five people. With such a wide network it can provide sufficient quantities and variety of crops, of which 10% are also organically grown.</p> <p>Jarina cooperates with local food in public institutions (kindergartens, schools, elderly homes) and inns. It is also a local provider of School Fruit Scheme.</p> | <p>Kidričeva cesta 1, 1270 Litija</p> <p>T: +386 (0)1 897 21 04</p> <p>E: <a href="mailto:info@jarina.si">info@jarina.si</a></p>  | <a href="http://www.jarina.si/">http://www.jarina.si/</a>                 |
| Zadruga ekoloških pridelovalcev Istre – Zemlja & Morje - The cooperative of the ecological producers of Istria | <p>The cooperative of the ecological producers of Istria was created with the aim of connecting the ecological producers of Istria with the aim of promoting organic production and selling organic food, social entrepreneurship, green economy and sustainable development of the local environment. The cooperative operates according to the high ethical principles and principles of fair trade. Such a form of reciprocity protects a small farmer and provides him with social security, and the consumer benefits from low-cost, locally produced, quality and safe food.</p> <p>Fresh local organic foods have been linked with culinary delights, so that besides healthy food, they also a culinary box.</p>  | <p>Polje 9b, 6310 Izola</p> <p>E: <a href="mailto:info@zemljainmorje.si">info@zemljainmorje.si</a></p> <p>T: +386 (0) 41 376 561</p> <p>E: <a href="mailto:info@zemljainmorje.si">info@zemljainmorje.si</a></p> | <a href="https://www.zemljainmorje.si/">https://www.zemljainmorje.si/</a> |
| Slovensko inovacijsko stičišče – Slovenian Innovation Hub  | Slovenian Innovation Hub is connecting academic excellence and creative minds for innovative ideas in business, science and Slovenian society. It endorses breakthrough technologies, provides resources and creates a necessary critical mass for addressing global challenges.  | <p>Večna pot 113</p> <p>SI-1000 Ljubljana</p> <p>T: + 386 (0)1 4798 291</p> <p>E: <a href="mailto:info@sis-egiz.eu">info@sis-egiz.eu</a></p>  | <a href="https://www.sis-egiz.eu/en/">https://www.sis-egiz.eu/en/</a>     |

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|                                    | <p>Partners in the Slovenian Innovation Hub are from academia, business, research, public sector, NGO's co-create state-of-the-art business models, collaborate with world class experts and help find the most suitable research, business or financial partners worldwide.</p> <p>It's members' aim is to achieve long-term success with their professional environment and advance Slovenia, Europe and global societies with new discoveries, products, services and advanced technologies in many fields and disciplines.</p>   |  |  |
| Mreža za podeželje – Rural Network | <p>The mission of the Rural Network is to promote networking between interested individuals and partners working in the field of rural development. The network brings together organizations, administrations and individuals involved in rural development. It is also the mission of the Network to provide and establish a communication process between all partners and the local environment in relation to rural development. The network also contributes to the promotion of innovation, in particular in conjunction with the European Innovation Partnership (EIP) operational groups in the field of agricultural productivity.</p> | <p>Dunajska 22<br/>1000 Ljubljana<br/>T: (01) 478 9000<br/>E: <a href="mailto:gp.mkgp@gov.si">gp.mkgp@gov.si</a></p> | <p><a href="https://www.program-podezelja.si/sl/zelite-sodelovati/mreza-za-podezelje">https://www.program-podezelja.si/sl/zelite-sodelovati/mreza-za-podezelje</a></p> |

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| Tehnološka mreža Informacijsko-komunikacijske tehnologije (ICT) – ICT Technology Network | <p>The vision of the ICT Technology Network is to become a key linking element for its members in the field of ICT both in the domestic and international spheres.</p> <p>The technology network therefore develops and strengthens in particular mechanisms, knowledge and tools that provide members with efficient services in technology transfer, innovation, management and protection of intellectual property, design and implementation of joint R &amp; D projects, application to national and international projects, penetration into new markets, promotion technologies, knowledge, and in connecting with new partners, whether suppliers, subcontractors or customers.</p>   | <p>Zavod Tehnološka Mreža ICT<br/>Dunajska cesta 159<br/>1000 Ljubljana<br/>E: <a href="mailto:info@ict-slovenia.net">info@ict-slovenia.net</a></p>                        | <p><a href="http://www.ict-slovenia.net/">http://www.ict-slovenia.net/</a></p> |
| Tehnološka mreža Tehnologija vodenja procesov (TVP) - TVP Technology Network             | <p>The TVP Technology Network combines most of the most important players in the Slovenian market of services in the field of automation and computerization of industrial processes and institutions that represent the vast majority of knowledge holders in the field of management technology in Slovenia. The field of operation of the TVP Technology Network comprises seven key areas: production informatics, complex systems and processes management, error detection and quality control, support to logistics processes in production companies, management technologies that increase the quality of living and reduce environmental pollution, automation of machines and devices and technology, which allow the development of new tools and building blocks for management systems.</p> | <p>INEA d.o.o.<br/>Stegne 11, 1117 Ljubljana<br/>T: +386 1 513 81 00<br/>E: <a href="mailto:info@tvp.si">info@tvp.si</a></p>   | <p><a href="http://www.tvp.si/">http://www.tvp.si/</a></p>                     |
| Program group Competitiveness of agro-food industry                                      | <p>Research program Competitiveness of agro-food brings together researchers from three of the four research organizations in Slovenia who are scientifically engaged in the field of agrarian economics (BF, KIS, Institute of Hopper and Brewery of Slovenia - IHPS). The aim of the program group's research is to systematically and comprehensively address various issues of agro-food competitiveness. Research assemblies: A. Econometric analysis of agricultural markets and labor; B. Sectoral modeling of agriculture; C. A quantitative assessment of the</p>  | <p>Kmetijski inštitut Slovenije<br/>Hacquetova ulica 17<br/>1000 Ljubljana<br/><br/>T: 01 280 52 62<br/><br/>E: <a href="mailto:tajnistvo@kis.si">tajnistvo@kis.si</a></p> | <p><a href="https://www.kis.si">https://www.kis.si</a></p>                     |



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|  | rural development policy; D. Analysis of the agri-food chain and consumption habits studies; E. Discourses and institutional innovations in agricultural policy; F. Monitoring agriculture and agricultural policy.  |  |   |
| Regionalni razvojni center Koper - The Regional Development Center Koper | <p>The Regional Development Center Koper is a regional institution for the promotion of the entrepreneurial and economic development of the region. It acts as a coordinator of the interests of the region at local and national level in the fields of regional development, economy, human resources and environmental protection.</p> <p>Since 2001 RRC Koper has been the main organization of the Regional Development Agency of the South Primorska region for the municipalities of Ankaran, Divača, Hrpelje-Kozina, Izola, Komen, Koper, Piran and Sežana.</p> <p>RRC Koper is involved in cross-border and transnational projects where it represents the interests of the South Primorska region.</p> <p>They were also a partner in the EU project “Adriafootouring” – enhancing innovations in food and tourism sector.</p> | <p>Regionalni razvojni center Koper<br/>Centro regionale di sviluppo Capodistria<br/>RRA Južna Primorska<br/>Ulica 15. maja 19, 6000 Koper</p> <p>T: +386 5 66 37 580<br/>E: giuliano.nemarnik@rrc-kp.si</p> | <a href="https://www.rrc-kp.si/sl/">https://www.rrc-kp.si/sl/</a>   |
| Razvojni center Novo mesto - Development Center Novo mesto               | <p>Founded in 1997 by the Dolenjska municipalities and regional craft-business and chambers of commerce.</p> <p>Initially, they worked as a Regional Business Center (RBC) in the Dolenjska and then to the area of Bela Krajina. In 2000 they expanded their scope of operations to the tasks of regional development agencies for statistical region of South-East Slovenia.</p> <p>Local Action Groups (LAGs) are the mainstay of the implementation of the LEADER approach. LAG Dolenjska Bela Krajina is partnership organized in the defined rural area of 12 municipalities in southeastern Slovenia. 68 representatives of various socio-economic sectors, with its active role in contributing to the development of rural areas and urban centers in an innovative way.</p>  | <p><b>Razvojni center Novo mesto d.o.o.</b><br/>Podbreznik 15<br/>SI-8000 Novo mesto<br/>T: +386 7 33 72 980<br/>E: <a href="mailto:info@rc-nm.si">info@rc-nm.si</a></p>                                     | <a href="https://www.rc-nm.si/regijska-razvojna-mreza/">https://www.rc-nm.si/regijska-razvojna-mreza/</a> |
| Razvojni center Murska Sobota –  | The tasks related to the development of the region are implemented through two approaches: bottom-up, representing the regional level,   | Kardoševa ulica 2<br>9000 Murska Sobota  | <a href="https://www.rcms.si/">https://www.rcms.si/</a>   |

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| Development Center Murska Sobota   | and in the search for synergies and contact points with a top-down approach, which represents national level. Cooperation takes place at both horizontal and vertical levels, and the aim of the Development Center Murska Sobota work is to solve existing challenges, to set priorities, to look for development potentials and to orient towards the realization of the set goals. In this context, DC MS focuses more closely in the areas of economy and entrepreneurship.   | SI – Slovenija<br>T: <a href="tel:+38659081140">+386 (0)5 908 11 40</a><br>E: <a href="mailto:info@rcms.si">info@rcms.si</a>   |   |
| Razvojni center srca Slovenije - The Development Center of the Heart of Slovenia | The Development Center of the Heart of Slovenia, in cooperation with numerous local, regional, national and European partners, is implementing projects that increase the quality of life of people in the region.<br>The development center of the Heart of Slovenia in its work always comes from the needs of the local environment. To meet them, they organize, lead and coordinate networks, such as the network of communities and municipalities, a network of tourism providers, a network of kindergartens and schools, a network of farmers, a network of handicraftsmen, a network of entrepreneurs. Networking enhances the competencies of local suppliers of various products and services and their power of self-organization. | Jerebova ulica 14, 1270 Litija<br>T: 01 89 62 710<br>E: <a href="mailto:info@razvoj.si">info@razvoj.si</a>   | <a href="http://www.razvoj.si/">http://www.razvoj.si/</a>         |
| Razvojni center Divača – Development Center Divača                               | The public institution performs the following tasks:<br>- preparation of programs and projects for the development of rural, tourism and agriculture<br>- organization of seminars, courses and workshops and other forms of education in the field of agriculture and tourism<br>- information within the tourist information center<br>- promotion of tourist activities and promotion of tourist offer<br>- the implementation of active employment policy programs and public works programs<br>- integration into international programs of border cooperation and regional development program<br>- cooperation with other related organizations and centers<br>- management of building land and others                                  | Kolodvorska ulica 3/a<br>6215 Divača<br>T: +386 (0)5 731 09 41<br>M: +386 (0)41 550 205<br>E: <a href="mailto:razvojni.center@divaca.info">razvojni.center@divaca.info</a> | <a href="https://www.rc-divaca.si/">https://www.rc-divaca.si/</a> |

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| Posoški razvojni center - Soča Valley Development Centre                         | <p>With the aim of promoting the development in the Soča valley after the earthquake in 1999, the Soča Valley Development Center established three municipalities: Bovec, Kobarid and Tolmin.</p> <p>Some of the on-going projects of the center: Innovative approaches to the marketing of agricultural products and products on the local market – Eat Local, Sheep's wool for today's time – Project Creation, SPOT consulting GORIŠKA - Implementing comprehensive support services for potential entrepreneurs and businesses, Evaluation of fish products and others.</p>   | <p>Trg tigrovcev 1, 5220 Tolmin</p> <p>T: 05/38-41-500</p> <p>E: <a href="mailto:info@prc.si">info@prc.si</a></p>  | <a href="https://www.prc.si/">https://www.prc.si/</a>                     |
| RRA Koroška - Regional Development Agency Koroška                                | RDA Koroška, the Regional Development Agency for Koroška, is an entity that promotes regional development, carries out public-interest tasks regarding the Koroška region, and offers professional support to the Koroška Regional Council, the Koroška Regional Development Council, the Koroška Regional Development Network, as well as other holders of the regional development policy.  | <p>Meža 10<br/>2370 Dravograd</p> <p>T: +386 (0)5 90 85 190</p> <p>E: <a href="mailto:info@rra-koroska.si">info@rra-koroska.si</a></p>                         | <a href="http://www.rra-koroska.si/si/">http://www.rra-koroska.si/si/</a> |
| RASR, Razvojna agencija savinjske regije – Development Agency of Savinska region | <p>The Savinjska region includes 31 municipalities. The region has excellent conditions for agriculture, which forms the basis of strategic development of rural areas.</p> <p>The agricultural activities in the region predominatelivestock production, milk production, viticulture and fruit and forestry. Recently they are more aware of the various complementary activities on farms and tourism on the farms with the offer domestic products.</p> <p>The region's specialty is the tradition of hops.</p> <p>Agricultural areas comprise 30% of the land in the region.</p> <p>In the region there are 8,721 farms, of which 360 are ecological farms.</p> <p>There are 12 agricultural cooperatives in the region 2.750 members were included.</p> | <p>Ulica XIV. divizije 12<br/>3000 Celje</p> <p>T: + 386 (0)3 589 40 82</p> <p>E: <a href="mailto:razvojna.agencija@rasr.si">razvojna.agencija@rasr.si</a></p> | <a href="http://www.rasr.si/si/">http://www.rasr.si/si/</a>               |
| Regionalna razvojna agencija   | Regional Development Agency Zasavje is a public institution established by all three Zasavje municipalities. Since the entry into the register of   | <p>Kolodvorska cesta 2, 1410<br/>Zagorje ob Savi</p>   | <a href="https://www.rra-zasavje.si/">https://www.rra-zasavje.si/</a>     |

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| Zasavje – Regional Development Agency Zasavje                                | <p>regional development agencies by the Ministry of Economic Development and Technology in July 2016, the RDA Zasavje is the leading regional development institution in Zasavska Development Region in the 2014-2020 program period.</p> <p>RDA Zasavje performs general development tasks. It prepares, coordinates, monitors and evaluates the regional development program, the agreement for the development of the region and the regional projects. It provides expert and technical support to the work of the Council of the region and the Regional Development Council and leads the regional development network.</p>   | E: <a href="mailto:info@rra-zasavje.si">info@rra-zasavje.si</a>   |   |
| Razionalna razvojna agencija Posavje – Regional Development Agency Posavje   | <p>Areas of work: Regional planning, economy, tourism, human resources, environment, international cooperation, rural development.</p> <p>According to the OECD methodology, the Posavje region belongs to predominantly rural areas, which means that more than 50% of the local population lives in rural areas. In line with the Community strategic guidelines, rural development policy needs to help rural areas achieve the goals of greater competitiveness, job creation and innovation.</p> <p>The goal of the program's rural development program is to stimulate the development of rural space at the level of the Posavje region through the LEADER approach.</p> | <p>Cesta krških žrtev 2, 8270 Krško</p> <p>T: +386 (0) 7 488 10 40</p> <p>E: <a href="mailto:agencija@rra-posavje.si">agencija@rra-posavje.si</a></p> | <a href="https://www.rra-posavje.si/">https://www.rra-posavje.si/</a> |
| BSC, Poslovno podporni center d.o.o. Kranj – Regional Development Agency BSC | <p>As a regional development agency, BSC Kranj is responsible for the preparation of key development documents in the region, which provide Gorenjska region with project proposals for candidacy for state and European funds.</p> <p>BSC Kranj operates in the following areas of development:</p> <ul style="list-style-type: none"> <li>- projects of regional, local and cross-border development,</li> <li>- entrepreneurship, competitiveness, technological development and ICT,</li> <li>- promotion of investments,</li> </ul>  | <p>T: +386 (0) 4 28 17 230</p> <p>E: <a href="mailto:info@bsc-kranj.si">info@bsc-kranj.si</a></p>   | <a href="http://www.bsc-kranj.si/">http://www.bsc-kranj.si/</a>       |

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|   | <ul style="list-style-type: none"> <li>- development of human resources,</li> <li>- development of tourism,</li> <li>- spatial development and environmental protection,</li> <li>- rural development,</li> <li>- technical assistance and cooperation with partners in the EU and other countries.</li> </ul>   |   |   |
| RRA Zeleni kras – Regional Development Agency Zeleni kras       | <p>RRA Zeleni kras, d.o.o. is a non-profit company founded in 2000, which performs the tasks of a regional development agency in accordance with the law on harmonious regional development in the municipalities of Bloke, Cerknica, Loška dolina, Ilirska Bistrica, Pivka and Postojna.</p> <p>On-going projects:</p> <ul style="list-style-type: none"> <li>- Project InnoXenia focuses on raising the innovation of the tourism sector of the Adriatic Ionian region</li> <li>- Festival of local tastes and traditions – the aim is to connect all the food festivals in the region</li> <li>- New Challenges of Slovenian Sheep – closing the cycle of the wool</li> </ul>   | <p>Prečna ulica 1, 6257 Pivka</p> <p>T: 05 721 22 40</p> <p>F: 05 721 22 45</p> <p>E: <a href="mailto:info@rra-zk.si">info@rra-zk.s</a></p> | <a href="http://www.rra-zk.si">http://www.rra-zk.si</a> |
| Zavod Mariborska razvojna agencija - Maribor Development Agency | <p>Maribor Development Agency is a public non-profit institution owned by 6 municipalities. It is responsible for the coordination of regional development activities in the Podravska region. In addition to the preparation of the regional development plan and annual action programs, it has experience in the development of clusters and networks, creation of regional information systems, internationalization of SMEs, FDI activities, support for young entrepreneurs / start-ups, tourism development and development of creative industries and development of rural areas. The agency has also prepared RIS3 strategic documents for the Podravska region. Know-how and experience gained are exchanged through a fruitful cooperation with Chamber of Commerce, Chamber of Craft, University of Maribor, technology parks / centers and other economic subjects.</p> | <p>Pobreška cesta 20, 2000 Maribor</p> <p>T: 02 333 13 00</p> <p>F: 02 333 13 10</p> <p>E: <a href="mailto:info@mra.si">info@mra.si</a></p> | <a href="http://www.mra.si">http://www.mra.si</a>       |

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|  | One of the project is Self-sufficiency in Podravje region.   |  |   |
| Regionalna razvojna agencija – Ljubljanske razvojne regije - The Regional Development Agency of the Ljubljana Urban Region (RRA LUR) | <p>The Regional Development Agency of the Ljubljana Urban Region connects 26 municipalities of the Osrednjeslovenska region, in which it supports sustainable economic, infrastructural, social, cultural and creative activities. It encourages the integration and development of partner networks between different stakeholders, which together build their sustainable development. It coordinates and implements development projects that contribute to raising the quality of life in the region, looking for synergies between projects and connecting with domestic and foreign experts.</p> <p>One of the projects: PoLJUBA: Restoration and conservation of wetlands in the area of the Ljubljansko barje.</p> | <p>Tehnološki park 19, 1000 Ljubljana</p> <p>T: 01 306 19 02</p> <p>F: 01 306 19 03</p> <p>E: <a href="mailto:lur@ljubljana.si">lur@ljubljana.si</a></p>         | <a href="http://www.rralur.si/sl">http://www.rralur.si/sl</a>               |
| Razvojna agencija Sinergija - Development agency Sinergija   | <p>Development agency Sinergija operates in predominantly rural area with a population of around 37,000 people and has registered around 900 economic subjects. Agriculture remains the dominant economic branch and the amount of entrepreneurial activity is below the Slovenian average.</p> <p>Sinergija works as a business development institution supporting municipalities, other partners and the general public. It is responsible for the development of entrepreneurship, economic and spiritual development.</p>  | <p>Kranjčeva ulica 3, 9226 Moravske Toplice</p> <p>T: +386 (0)2 538 13 50</p> <p>E: <a href="mailto:sinergija@ra-sinergija.si">sinergija@ra-sinergija.si</a></p> | <a href="http://www.ra-sinergija.si/sl/">http://www.ra-sinergija.si/sl/</a> |
| Prleška razvojna agencija – Prleška Development Agency   | <p>Prleška Development Agency (PRA) has been operating since 1998. It was established with the aim of promoting the development of small economy, tourism and rural areas in the Prlekija area. In the period of its operation, it has realized numerous development projects, and thus contributed significantly to more efficient co-financing of local development through European funds.</p> <p>The PRA activity covers four main areas:</p> <ul style="list-style-type: none"> <li>- promoting the development of tourism and small business in the area of Prlekija,</li> </ul>   | <p>Prešernova ulica 2, 9240 Ljutomer</p> <p>T: +386 2 585 13 40</p> <p>E: <a href="mailto:info@prlekija.com">info@prlekija.com</a></p>                           | <a href="http://prlekija.com/">http://prlekija.com/</a>                     |

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|   | <ul style="list-style-type: none"> <li>- rural development,</li> <li>- environmental protection and</li> <li>- cross-border cooperation.</li> </ul>  |  |   |
| PORA, razvojna agencija Gornja Radgona – Development Agency PORA of Gornja Radgona          | <p>The vision of the public institution PORA, the development agency of Gornja Radgona is to become an important partner in the development of the area of Gornja Radgona and Pomurje, which will together with the citizens effectively co-create an environment in which it will be pleasant to live and work pleasant.</p> <p>The overall objective of the overall operation of the public institute is the faster sustainability of the development of the area in five basic areas:</p> <ul style="list-style-type: none"> <li>- economy,</li> <li>- human and social environment - human resources,</li> <li>- development of agriculture and rural areas,</li> <li>- tourism and the environment and infrastructure.</li> </ul> | <p>Trg svobode 12, 9250 Gornja Radgona</p> <p>T: + 386 (0) 2 564 82 08</p> <p>E: <a href="mailto:info@pora-gr.si">info@pora-gr.si</a></p>      | <a href="http://www.pora-gr.si/">http://www.pora-gr.si/</a>   |
| Savinjsko-šaleška območna razvojna agencija – Savinjsko-Šaleška Regional Development Agency | <p>Fields of operation of the Savinjsko-Šaleška Regional Development Agency and at the same time the starting points for the Agency's development strategy and its program orientations are:</p> <ul style="list-style-type: none"> <li>- Promoting regional development</li> <li>- Encouraging entrepreneurship and</li> <li>- Promoting the development of tourism</li> </ul>  | <p>Savinjska cesta 2, 3331 Nazarje</p> <p>T: + 386 (0) 3 839 47 53</p> <p>E: <a href="mailto:info@sasaora.si">info@sasaora.si</a></p>          | <a href="http://www.sasaora.si/">http://www.sasaora.si/</a>   |
| Razvojna agencija Sotla – Development Agency Sotla  | <p>Since 2001 Development Agency Sotla has been active in the area of the Obsotelje and Kozjansko subregion (municipalities: Šmarje pri Jelšah, Rogaška Slatina, Rogatec, Podčetrtek and Kozje), and thus has a significant influence on the sustainable development of the region.</p> <p>The Development Agency Sotla, a public institution, is organized with the basic purpose of performing tasks in the public interest, especially for the purpose of promoting the development of the economy, the countryside and tourism. The effectiveness of its operation is ensured by a network of own and external experts for subregional and sustainable</p>   | <p>Aškerčev trg 24, 3240 Šmarje pri Jelšah</p> <p>T: + 386 (0)3 817 18 60</p> <p>E: <a href="mailto:rasotla@siol.net">rasotla@siol.net</a></p> | <a href="http://www.ra-sotla.si/">http://www.ra-sotla.si/</a> |

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|  | development, promoting the development of entrepreneurship and tourism, the development of human resources and the sustainable development of the countryside.   |   |   |
| Razvojna agencija Kozjansko – Kozjansko Development Agency                                 | The Kozjansko Development Agency is a public institution. It was established in 1999 as the LPC Kozjansko by the municipalities of Dobje and Šentjur with the aim of developing entrepreneurial initiatives, providing advice and expert assistance to existing and potential entrepreneurs and preparing and implementing development projects in rural areas.  | Ulica skladatelj Ipvcev 17,<br>3230 Šentjur<br>T: + 386 (0) 3 747 13 07<br>E: info@ra-kozjansko.si  | <a href="http://www.ra-kozjansko.si/">http://www.ra-kozjansko.si/</a> |
| Razvojna agencija Savinja - Development Agency Savinja                                     | Development Agency Savinja was founded in 1998. It is located in the Lower Savinja Valley (connects municipalities Braslovče, Polzela, Prebold, Tabor, Vransko and Žalec) , which is part of the Savinja region.<br><br>Agency's tasks: <ul style="list-style-type: none"> <li>- encouraging the activation of local development potentials and animating entrepreneurs and the local environment for the preparation of entrepreneurial and development programs</li> <li>- general advice and assistance to entrepreneurs in finding sources of financing</li> <li>- participation of the Savinja Development Agency in tenders - project applications</li> <li>- informing and training entrepreneurs and members of local developmental coalitions</li> <li>- promotion of tourism</li> <li>- coordination of tasks between partners in the launch and development of a local acceleration center</li> </ul> | Ulica heroja Staneta 3, 3310 Žalec<br>T: + 386 (0) 3 713-68-60<br>E: <a href="mailto:ra.savinja@ra-savinja.si">ra.savinja@ra-savinja.si</a> | <a href="http://www.ra-savinja.si/">http://www.ra-savinja.si/</a>     |
| RRA severne Primorske Regijska razvojna agencija – Development Agency of Severna Primorska | The aim of the Development Agency of Severna Primorska is to be recognizable throughout the local, regional, national and international environment as a development agency which strives for a balanced development of the region. Working together we'll be able to realize goals and improve the quality of life for all in the region Severna Primorska. Department of rural development stimulates the  | Trg Edvarda Kardelja 3, 5000 Nova Gorica<br>T:+386 (0)5 330 66 81<br>E: <a href="mailto:rra.sp@rra-sp.si">rra.sp@rra-sp.si</a>              | <a href="http://www.rra-sp.si/">http://www.rra-sp.si/</a>             |



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| Primorska  | development of rural areas, develops partnerships in order to realize development initiatives and strengthen development and also ensures the preparation and implementation of the local development strategy.   |  |   |
| Razvojna agencija ROD - Development Agency ROD                                   | From the very beginning, the ROD Development Agency has devoted special attention to rural development; offering support to the founding municipalities in the preparation of public tender applications, together with the Agricultural and Forestry Institutes of Nova Gorica and its agricultural advisory services and other expert services, participate in the preparation and implementation of development projects, informs and advises various stakeholders in the development of project ideas and the possibilities of obtaining European funds for their faster realisation.   | Vipavska cesta 4, 5270 Ajdovščina<br>T: +386 (0)5 365 36 00<br>E: <a href="mailto:info@ra-rod.si">info@ra-rod.si</a> | <a href="http://ra-rod.si/">http://ra-rod.si/</a>           |
| Idrijsko-Cerkljanska razvojna agencija – Idrijsko-Cerkljanska Development Agency | The mission of the Agency is to connect the public interest with entrepreneurship, to combine various skills and practices in creating the development of the area, creating entrepreneurs and a friendly environment, and organizing a high-quality information and advisory service.<br><br>The Agency's goals are: <ul style="list-style-type: none"> <li>- to develop projects that enable the integrated and sustainable development of the area</li> <li>- to motivate and encourage potential entrepreneurs and executives</li> <li>- to facilitate the momentum and growth of new entrepreneurs</li> <li>- encourage internal and external investors</li> <li>- to support the acquisition of entrepreneurial and marketing skills</li> <li>- promotion of rural and tourism development</li> <li>- connect with development agencies in Slovenia and especially in the region in joint projects</li> </ul> | Mestni trg 1, 5280 Idrija<br>T: +386 (0) 5 37 20 180<br>E: <a href="mailto:info@icra.si">info@icra.si</a>            | <a href="http://www.icra.si/">http://www.icra.si/</a>       |
| Znanstveno-raziskovalno  | The public institution SRC Bistra Ptuj developed from the Bureau for Strategic Technological Development, or shortly BISTRA, in 1994. Our   | Slovenski trg 6, 2250 Ptuj   | <a href="https://www.bistra.si/">https://www.bistra.si/</a> |

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| središče Bistra Ptuj – Scientific Research Center Bistra Ptuj                         | <p>main tasks are planning and managing of developmental activities in municipalities of the Spodnje Podravje region.</p> <p>Core activities of the institution include:</p> <ol style="list-style-type: none"> <li>1. promotion of development in the Spodnje Podravje region on all areas of work on a local level;</li> <li>2. establishment of a link between universities and institutes, and transfer of scientific and economic knowledge to SMEs;</li> <li>3. promotion and creation of knowledge in order to stimulate the area of human resources in the region.</li> </ol>   | <p>T: +386 2 748 02 50</p> <p>E: bistra@bistra.si</p>  |   |
| Javna razvojna agencija občine Ormož javna agencija – Ormož Public Development Agency | Ormož Public Development Agency intends to become an environmentally friendly, beneficial and recognizable institution that will contribute to a higher level of living of the inhabitants of the Ormož municipality by encouraging, directing and linking business and technological development.  | <p>Vrazova ulica 9, 2270 Ormož</p> <p>T: + 386 (0) 2 741 53 52</p> <p>E: <a href="mailto:jara@siol.net">jara@siol.net</a></p>                    | <a href="http://www.jara-ormoz.si/">http://www.jara-ormoz.si/</a> |
| Razvojna agencija Slovenske gorice – Development Agency of Slovenske gorice           | The purpose of the establishment of the Development Agency of Slovenske gorice was to promote the development of Benedikt, Cerkevnik, Destrnik, Lenart, Sveta Ana, Sveta Trojica in Slovenske gorice and Sveti Jurij in Slovenske gorice, especially in the fields of tourism, small business, human resources and infrastructure in the countryside and in the urban centers of the area. Through the 10-year history of the company, the content of its work was adapted to the real needs of the area, with RASG specializing in particular for content supported by European Community funds and for projects that are in the common public interest of several municipalities. | <p>Trg osvoboditve 9, 2230 Lenart v Slovenskih goricah</p> <p>T: +386 (0)59 128 773</p> <p>E: <a href="mailto:rasg@rasg.si">rasg@rasg.si</a></p> | <a href="https://www.rasg.si/">https://www.rasg.si/</a>           |

In Slovenia there are 91 co-operatives working in agro-food sector (data from 2011). Agricultural and forestry cooperatives in Slovenia have over 145 years of rich history and experience. During this period, cooperatives have proven to be effective market organizations that link producers of agricultural products in their offer on the market and supply consumers in rural and urban areas.

Co-operatives are by their activity general or multifunctional purchase and sale agricultural cooperatives, as well as specialized, for example, forestry, fruit-growing, dairy and other cooperatives. The main activities of agricultural cooperatives in Slovenia are the purchase and sale of agricultural products, processed or unprocessed, and the supply of farmers with reproductive material for agriculture (fertilizers, feedingstuffs, seeds, plant protection products).

Only a few are mentioned above, the ones who are not a traditional agricultural cooperatives.

## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan   | Responsible person/ organization           | Description (50-100 words)  | File <sup>5</sup> or link (URL)   |
|-----------------------|--|---|---|
| Our super food        | Ministry of Agriculture, Forestry and Food | In order for the consumer to recognize Slovenian quality food more easily, a new national quality scheme "selected quality" was established, in which each of the eight sectors of food production and processing can enter. So far, the quality scheme has been adopted by the producers and meat processors (beef and poultry meat), milk (milk and milk products) and fruit (fruit and processed fruit products).<br>The promotional campaign "Our super food" is a 3-year campaign co-financed by the state and sectors. Dairy and meat products are also already largely certified and marked with the "Selected Quality of Slovenia" trademark, and in the spring of 2018 we expect the first marked fruit. | <a href="https://www.nasasuperhrana.si/o-projektu/">https://www.nasasuperhrana.si/o-projektu/</a> |
| Traditional Slovenian | Ministry of Agriculture, Forestry          | The traditional Slovene breakfast project will also be one of the central events of the Slovenian food day this year, which was celebrated on Friday,   | <a href="http://tradicionalnijajtrk.si/">http://tradicionalnijajtrk.si/</a>                       |

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link

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| Breakfast                             | and Food                                   | November 16, 2018. According to already established principles, we prepare it together with you, with the Ministry of Education, Science and Sport, Ministry of Health, The Ministry of Culture, the Ministry of the Environment and Spatial Planning and many other partners.   |   |
| Day of Slovenian food                 | Ministry of Agriculture, Forestry and Food | The Government of the Republic of Slovenia, at the 33rd regular session, on 11.10.1012, adopted a decision declaring the day of Slovenian food, which was published in the Official Gazette of the Republic of Slovenia, no. 77/12. It will be marked every third Friday in November.<br>The main goal or purpose of proclaiming such a day is to support Slovenian producers and food processors, and to promote the awareness and importance of domestic self-sufficiency, preserve a clean, healthy environment, preserve the countryside, familiarize young people with the production and processing of food and stimulate interest in activities in the agricultural sector. | <a href="http://www.mkgp.gov.si/delovna_podrocja/promocija_lokalne_hrane/dan_slovenske_hrane/">http://www.mkgp.gov.si/delovna_podrocja/promocija_lokalne_hrane/dan_slovenske_hrane/</a> |
| Scheme of school fruit and vegetables | Ministry of Agriculture, Forestry and Food | This is an EU agricultural policy action that provides free fruit and vegetables to schoolchildren. It includes various educational and awareness-raising activities on the importance of fruit and vegetables in the diet. The school fruit scheme promotes healthy eating habits among young people.   | <a href="http://www.shemasolskeg.asadja.si/">http://www.shemasolskeg.asadja.si/</a>   |
| Bon Appetit Slovenia                  | Ministry of Health                         | Bon Appetit Slovenia encourages us to ensure that every individual and everyone take care of healthy eating and regular physical activity. Under the unitary name DOBER TEK Slovenia, we are implementing the Resolution on the National Program on Diet and Physical Activity for Health 2015-2025, which was approved by the National Assembly. The 10-year program sets targets for improving the state of healthy nutrition and regular physical activity.   | <a href="https://www.dobertekslovenija.si/">https://www.dobertekslovenija.si/</a>   |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of study</b>                   | <b>Responsible person/ organization</b>                   | <b>Title of EU funded project</b>                     | <b>Description (50-100 words)</b>  | <b>File<sup>6</sup> or link (URL)</b>   |
|---|---|---|--|---|
| Mediterranean diet products's analysis  | Meditarranean Diet Foundation                             | MD.net  | Selecting and collecting main on MD diet products taking into account their nutritional values and health values. The database of traditional food recipes was established.  | <a href="https://mdnet.interreg-med.eu/">https://mdnet.interreg-med.eu/</a>   |
| MD Market challenges                    | Meditarranean Diet Foundation                             | MD.net  | Study on the most important challenges from MD diet (more widespread). Relation to a wider concept of MD. Socio-economic factors, economic, environmental (modern farming, fishing etc.) cooperation challenges, to develop integrated territorial strategies. | <a href="https://mdnet.interreg-med.eu/">https://mdnet.interreg-med.eu/</a>   |
| MD diet Stakeholder analysis            | Meditarranean Diet Foundation                             | MD.net  | Analysis of the most important regional/national players in the scope of MD development, governance, economy and society. List of main actors for MD-CLLDs and Living Labs in each participating territory   | <a href="https://mdnet.interreg-med.eu/">https://mdnet.interreg-med.eu/</a>   |
| MD best business practices              | Meditarranean Diet Foundation                             | MD.net  | Collection of best business practices of MD (for example EATALY) was collected in each participating country and publicly shared.  | <a href="https://mdnet.interreg-med.eu/">https://mdnet.interreg-med.eu/</a>   |
| List of criteria for MD diet Branding   | Meditarranean Diet Foundation                             | MD.net  | Criteria for MD branding was selected and applied. It included models for evaluation of skills, rituals, symbols, traditions. It concerns the quality assessment of MD as products as well as "location" branding.   | <a href="https://mdnet.interreg-med.eu/">https://mdnet.interreg-med.eu/</a>   |
| Crazy about apples – »Izbrana kakovost« | Chamber of Commerce and Industry of Slovenia - Chamber of | AlpBioEco - Valorisation of innovative bio-economical | 13 project partners in 5 Alpine countries work together for an innovative sustainable development in the Alpine space. They focus on the potential of bioeconomy in the value chains of herbal foods and essences. CCIS - CAFE in                              | <a href="https://www.alpine-space.eu/projects/alpbioeco/en/home">https://www.alpine-space.eu/projects/alpbioeco/en/home</a> |

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|                                       | Agricultural and Food Enterprises (CCIS-CAFE)                      | potentials along bio-based food & botanical extract value chains in the Alpine Space | collaboration with Ministry of Agriculture, Forestry and Food of Slovenia conducted a sensory research named Crazy about apples »Izbrana kakovost« among students from different Slovenian faculties. The main aim of the research was to promote the consumption of apples among young people in Slovenia and to prove that everyone can find an apple variety which suits him the most.  |   |
| AlpFoodway - Interreg Alpine Space    | Regional Development Agency of Northern Primorska Ltd. Nova Gorica | AlpFoodway - Interreg Alpine Space   | <p>Foodways are socioeconomic and cultural practices related to food production and consumption. Food heritage is a strong identity source for alpine populations.</p> <p>The project will create a sustainable development model for peripheral mountain areas based on the preservation/valorization of Alpine Space cultural food heritage and on the adoption of innovative marketing and governance tools. It will also foster the emerging of a transnational alpine identity based on the common cultural values expressed in food heritage.</p> <p>Project outputs include Vision Paper, Value Charta, mapping of traditional food heritage, creation of a cutting edge online inventory, courses and educational units, and a cultural exchange platform based on events and tourist tours.</p> | <a href="https://www.alpine-space.eu/projects/alpfoodway/en/home">https://www.alpine-space.eu/projects/alpfoodway/en/home</a>         |
| GreenRisk4ALPs- Interreg Alpine Space | <b>ZGS</b> I Slovenia Forest Service                               | GreenRisk4ALPs- Interreg Alpine Space  | <p>The aim of the project:</p> <ul style="list-style-type: none"> <li>To overcome conflicts and resistances with new mitigation alternatives and science-based communication support</li> <li>To implement innovative ecosystem and forestry-based risk management for natural hazards by generating recommendations and guidelines</li> </ul>   | <a href="https://www.alpine-space.eu/projects/greenrisk4alps/en/home">https://www.alpine-space.eu/projects/greenrisk4alps/en/home</a> |

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|  |   |  | <p>adapted to local practical, socioeconomic, scientific and political needs</p> <ul style="list-style-type: none"> <li>To create a Forest &amp; Risk Management Workbook – a new standard for forestry management integrating needs for effective natural hazard risk management</li> </ul>   |   |
| Links4Soils – Interreg Alpine Space  | Kmetijski inštitut Slovenije – Agricultural Institute of Slovenia                           | Links4Soils – Interreg Alpine Space  | Alpine soils perform key ecosystem services (ESS) that enable human well-being, ecosystem functioning and contribute to the biodiversity. The importance of sustainable Alpine soil management is being recognised yet insufficiently implemented mainly due to its crosscutting function, fragmented governance structures, diverse sectoral needs, lack of targeted soil information and applicable management tools.  | <a href="https://www.alpine-space.eu/projects/links4soils/en/the-project">https://www.alpine-space.eu/projects/links4soils/en/the-project</a> |
| Uptake of the Product Environmental Footprint across the MED agrofood regional productive systems to enhance innovation and market value | Chamber of Commerce and Industry of Slovenia - Chamber of Agricultural and Food Enterprises | Uptake of the Product Environmental Footprint across the MED agrofood regional productive systems to enhance innovation and market value | <p>PEFMED is a transnational initiative in the Mediterranean space to encourage a pool of companies from 9 Mediterranean agrofood regional systems belonging to 6 Mediterranean Countries (Italy, Spain, France, Portugal, Greece and Slovenia) to green their own production according to the new EU <i>Product Environmental Footprint</i> method (PEF), the unique next-generation method to assess the environmental performances of a product during its lifecycle.</p> <p>Between 2016-2019, hundreds of companies, LCA specialists, business analysts and national agrofood associations cooperate to foster targeted systemic ecoinnovation interventions within industrial clusters, raise the market value of PEF-compliant productions and galvanize the regional Smart Specialization Strategies (RIS3) goals related to innovation in agrofood and industrial production.</p> | <a href="https://pefmed.interreg-med.eu/">https://pefmed.interreg-med.eu/</a>   |

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| Inovacije v živilskem sektorju za izboljšanje kompetenc in veščin<br>Improving Competences and skills through Food sector InNovations | Pomurje Technology Park/Marko Močnik  | I-CON - Improving Competences and skills through Food sector InNovations | <p>The I-CON project stands out to put together food SMEs needs and solution providers, enhancing their own potentials along the food value chain.</p> <p>I-CON is just about linking cross-sectoral competences in design, mechatronics and labelling to food processing, in order to</p> <p>increase SMEs competitiveness and above all to create a sustainable socio-economic multiplier effect.</p> <p>More than 200 SMEs analyzed by the partners, more than 30 good practices and solutions identified, more than 20 funding opportunities on food sector innovation collected, thanks to an effective international cooperation.</p>  | <a href="https://www.interreg-central.eu/Content.Node/I-CON.html">https://www.interreg-central.eu/Content.Node/I-CON.html</a> |
| COMPOSE – Interreg Mediteran  | Slovene Chamber of Agriculture and Forestry - Institute of Agriculture and Forestry Maribor | COMPOSE  | <p>The increase of RES in energy mix will happen if it has strong social acceptance, showing clear socio-economic benefits for the area and is sustainable. This calls for a different approach to development planning with RES and EE at the core of any business planning and a way of translation of local (regional, state) vision into concrete development opportunities. Pilot actions in different countries will be implemented to tackle obstacles for the social acceptance of RES, and for the local development planning, development of local business according to new business models with RES at the core. Results will upgrade existing methods and approaches to RES planning to make a simple and comprehensive model called: COMPOSE - model for RES development planning.</p> | <a href="https://compose.interreg-med.eu/">https://compose.interreg-med.eu/</a>   |
| MEDFEST – Interreg Mediteran  | Research Centre of the Slovenian Academy of   | MEDFEST – Interreg Mediteran   | <p>MEDFEST is tackling the challenge of diversifying traditional 'sun &amp; sea' tourist destinations, with new and sustainable products based on rich and renowned culinary heritage of the Mediterranean. The project</p>  | <a href="https://medfest.interreg-med.eu/">https://medfest.interreg-med.eu/</a>   |



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|                                 | Sciences and Arts   |  | <p>objective is to create tools and instruments for designing new sustainable culinary experiences, offered to visitors to:</p> <ol style="list-style-type: none"> <li>1) diversify the tourism sector in terms of products and its seasonality</li> <li>2) bring tourism development to the coastal hinterland</li> <li>3) safeguard culinary heritage for future generations.</li> </ol> <p>Expected outputs:</p> <ul style="list-style-type: none"> <li>- tools for enhancing sustainable tourist destinations by using culinary heritage</li> <li>- creation of eight new sustainable tourist destinations in MED space based on the culinary heritage</li> <li>- common transnational strategy on managing and planning culinary tourism</li> </ul> |   |
| AgriGo4Cities – Interreg Danube | Research Centre of the Slovenian Academy of Sciences and Arts | <a href="#">Urban agriculture for changing cities: governance models for better institutional capacities and social inclusion</a><br>AgriGo4Cities – Interreg Danube | <p>Improve institutional capacities to tackle major societal challenges.</p> <p>The AgriGo4Cities project wants to employ Participatory Urban and Peri-urban Agriculture (UPA) as a powerful and emerging method to improve public institutional capacities in order to tackle socio-economic exclusion of vulnerable/marginalized groups and to stimulate sustainable urban development in the Danube region.</p>   | <a href="http://www.interreg-danube.eu/approved-projects/agrigo4cities">http://www.interreg-danube.eu/approved-projects/agrigo4cities</a> |
| CAMARO-D – Interreg Danube      | University of Ljubljana                                       | <a href="#">Cooperating towards Advanced Management Routines for land use impacts on the water regime in the</a>   | <p>Strengthen transnational water management and flood risk prevention. Its main goals are:</p> <ul style="list-style-type: none"> <li>• Setting the frame for a harmonized transnational land use management system, taking into account the demands of water resources</li> </ul>  | <a href="http://www.interreg-danube.eu/approved-projects/camaro-d">http://www.interreg-danube.eu/approved-projects/camaro-d</a>           |

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|                                       |  | <a href="#">Danube river basin</a>    | <p>protection and flood prevention.</p> <ul style="list-style-type: none"> <li>• Harmonizing and improving the protection of water resources against negative impacts of land use and climate change as well as reduction of flood risk.</li> <li>• Bringing life to the project outcomes by developing a transnational "Land use Development Plan" as a driving force for a transnational land use management</li> </ul>   |   |
| BIOCOMPAC-CE-Interreg Central Europe  | Kemijski institute – National Institute of Chemistry | BIOCOMPAC-CE-Interreg Central Europe  | The main project objective is to provide to stronger linkages between R&D institutions and companies in the area of paper-plastics packaging solutions with the aim to introduce verified biodegradable materials in paper and cardboard packaging. The project foresees an innovative cross-sectoral approach and the involvement of clusters, branch organizations and stakeholders, that will allow to focus on regional economic specialisations and to speed up technology transfer. The Project Partners will establish a Transnational Biocomposite Packaging Centre. A Central European Strategy on biocomposite packaging innovation systems shall set the framework, a handbook: "Sustainable Paper-Plastic Design" and an audit tool will help companies to quickly verify opportunities and chose for change. | <a href="https://www.interreg-central.eu/Content.Node/BIOCOMPAC-CE.html">https://www.interreg-central.eu/Content.Node/BIOCOMPAC-CE.html</a>         |
| Focus in CD – Interreg Central Europe | Municipality of Maribor                              | Focus in CD – Interreg Central Europe | Celiac disease (CD) affects 1-3% of population. It is estimated that 80% of people having CD are un/misdiagnosed. Diagnostic delay remains 6-10 years. Undiagnosed/untreated CD leads to a number of severe complications. CE regions have different knowledge capacities and health care systems, which are insufficient and only partially address current problems. By   | <a href="https://www.interreg-central.eu/Content.Node/PROJECT-SUMMARY1.html">https://www.interreg-central.eu/Content.Node/PROJECT-SUMMARY1.html</a> |

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|   |                        |   | transnational cooperation and analysis of differences in diagnostic approach, experts' knowledge and patient awareness and satisfaction and benchmarking of existing patient management models through project will be gained important data to develop e-learning tools for health care personnel and patients. In each region an innovative pilot services will be tested, based on which an universal model will be designed including organizational improvements and implementation of best practices.   |   |
| KETGATE project – Interreg Central Europe | Jožef Štefan Institute | KETGATE project – Interreg Central Europe | <p>The KETGATE project, coordinated by Steinbeis-Europa-Zentrum (SEZ), connects business support organisations (BSO) and research institutes (RTO) in order to help SMEs accessing high-level technology for advanced materials, photonics and micro- &amp; nano-electronics in the areas of transport, health and food.</p> <p>For this purpose, a contact point is set up at each partner location which offers advice to SMEs towards key enabling technologies (KET) application. In pilot projects, jointly developed service models offer selected companies the concrete application of KETs through cross-border cooperation. In total, the network of smart access points will support at least 90 SMEs from Central European regions as well as at least 15 transnational pilot cooperation agreements.</p> | <a href="https://www.interreg-central.eu/Content.Node/KETGATE.html">https://www.interreg-central.eu/Content.Node/KETGATE.html</a>   |
| Sentinel – Interreg Central Europe        | Foundation Prizma      | Sentinel – Interreg Central Europe        | Demographic changes have started in recent years, increasing social segregation and disintegration, especially in rural areas, represent serious economic challenges for the countries of the Central European region. In these regions social enterprises, if they are helped by a supportive environment, can be real drivers of social inclusion and work integration. Sentinel can help   | <a href="https://www.interreg-central.eu/Content.Node/SENTINEL.html">https://www.interreg-central.eu/Content.Node/SENTINEL.html</a> |

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|   |   |   | here as a guardian or a mentor to encourage these social enterprises, which in many Central European disadvantaged regions provide almost the only job opportunity for local people. The main goal of the project is to reduce regional inequalities in the participating countries and to strengthen social enterprises.   |   |
| <b>Central Europe Eco-Tourism:</b> tools for nature protection- Interreg Central Europe | <a href="#">Regional development center Koper (SI).</a> | <b>Central Europe Eco-Tourism:</b> tools for nature protection- Interreg Central Europe | <p>CEETO project main objective is to protect and enhance the natural heritage of Protected Areas (PAs) and Natura 2000 Network by promoting an innovative sustainable tourism planning model, which reduces usage conflicts, sustains social and territorial cohesion, improves the quality of life of local communities, and encourages the tourism industry to concretely contribute to nature conservation.</p> <p>CEETO project seeks to elaborate an integrated approach that includes environmental, social and economic aspects, in order to define and test innovative models for a sustainable tourism, able to reinforce the effectiveness of nature conservation policies and measures applied in PAs and to make tourism a real driver for nature protection and for local economic and social well-being.</p> | <a href="https://www.interreg-central.eu/Content.Node/CEETO.html">https://www.interreg-central.eu/Content.Node/CEETO.html</a>           |
| PROLINE – CE – Interreg Central Europe  | Unversity of Ljubljana                                  | PROLINE – CE – Interreg Central Europe  | <p><a href="#">PROLINE-CE is going to improve the protection of drinking water resources as well as protection measures against floods and droughts in an integrated land use management approach.</a></p> <p><a href="#">PROLINE-CE will encompass efficient implementation of innovative best practices of land use and water protection in pilot actions.</a></p>  | <a href="https://www.interreg-central.eu/Content.Node/PROLINE-CE.html">https://www.interreg-central.eu/Content.Node/PROLINE-CE.html</a> |
| BIOECO-R.D.I. –   | National institute                                      | BIOECO-R.D.I. –   | BIOECO-RDI aims at developing a Regional Innovation System for the Adriatic-Ionian area based on a structured   | <a href="https://bioecordi.adrioni">https://bioecordi.adrioni</a>   |

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| Interreg Adrion   | of Chemistry   | Interreg Adrion   | <p>bio-economy sector through the development of Research Driven Innovation (R.D.I.) strategy at regional and transnational level</p> <p>BIOECO-RDI will improve the situation:</p> <ul style="list-style-type: none"> <li>- creating a collaborative network among Adrion regions, enterprises and academia for collaborative research, knowledge transfer and skills development</li> <li>- supporting the enterprise and cluster in the transition process toward an industrial model with higher level of innovation and international collaboration</li> <li>- boosting the integration between Green- chemistry and Agri-food cluster - creating an Adriatic-Ionian bio-based product market</li> <li>- bridging the gap among the existing wide regional disparities</li> <li>- activating a mutual learning process among regions</li> </ul> | <a href="http://interreg.eu/">interreg.eu/</a>                                  |
| QneST- Quality Network on Sustainable Tourism - Interreg Adrion | University of Primorska<br>Faculty for tourism studies - Turistica | QneST- Quality Network on Sustainable Tourism - Interreg Adrion | <p>The project "QNeST - Quality Network on Sustainable Tourism" aims to valorise the common and quality features of the cultural, traditional and environmental heritage of the Adriatic-Ionian area. QNeST project foresees the launch of an Adriatic-Ionian vision and strategy for the development of new quality tourist solutions, based on co-design processes between key-stakeholders and on the capitalization of existing good practices.</p> <p>QNeST project will launch a common brand, representative of quality standards for a sustainable tourism, and will stimulate the creation and the promotion of a quality network of Adriatic Ionian actors and economic operators, active or indirectly linked with the tourism sector.</p>  | <a href="https://qnest.adrioninterreg.eu/">https://qnest.adrioninterreg.eu/</a> |
| MD.net – Interreg   | E-ZAVOD  | MD.net – Interreg   | The overall objective of the project is to recognize the   | <a href="https://mdnet.interreg-">https://mdnet.interreg-</a>                   |

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| Mediterranean |  | Mediterranean | Mediterranean diet (MD) as an opportunity for the smart economic growth of remote rural areas. The goal will be achieved by increasing knowledge, transnational networking, pilot activities (education, branding, innovation), transfer of knowledge and experience gained from three pilots to other regions, and capitalizing the results of the project to a strategic level after 2020. The project will strengthen the research of the MD in accordance with the UNESCO International Convention on Nutrition, which will combine comprehensive MD concepts with innovative tools. Traditional and innovative measures will be used (as a cooperative economy), which will raise the awareness of the MD economy. | med.eu/ |
|---------------|--|---------------|---|---------|

Above are stated the ongoing project under the Interrereg Programmes where studies are being done. Some of the studies will be publicly accessible by the end of the projects (<http://www.eu-skladi.si/portal/si/evropsko-teritorialno-sodelovanje/transnacionalno-sodelovanje-1/slovenija-v-transnacionalnih-programih-1>).

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/<br>organization | Description<br>(50-100 words) | File <sup>8</sup> or link (URL) |
|----------------|-------------------------------------|-------------------------------|---------------------------------|
|                |                                     |                               |                                 |

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate linkProgram group Competitiveness of agro-food industry

We have contacted Slovenian Chamber of Commerce, Styrian Chamber of Commerce and received no data. At the Slovenian Chamber of Commerce there is a list of 299 exporters of agro-food products. (<http://www.sloexport.si/Search?poizvedbaid=2>).

We have also contacted Biotechnical Faculty of University of Ljubljana, Department of Food Science and Technology, Chair for Technologies, Nutrition and Wine which replied they have no knowledge of such studies.

We have also contacted Spirit Slovenia - Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology which also don't do such studies. They only gave us the list of presentations they have organized for Slovenian agro-food companies abroad (Attachment 2).

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**  
(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study  | Responsible person/organization           | Title of cluster or cooperation network | Description (50-100 words) | File <sup>10</sup> or link (URL)  |
|---|---|---|----------------------------|---|
| Študije o navadah in pecepcaja potrošnika - Studies on consumer habits and consumer perceptions | /   | SHIP FOOD                               | Studies on consumer habits | <a href="https://www.gzs.si/Portal/Panoga-Kmetijska-Zivilska/Vsebine/SRIP/AN%20SRIP%20HRANA_dopolnitve_junij%202017.pdf">https://www.gzs.si/Portal/Panoga-Kmetijska-Zivilska/Vsebine/SRIP/AN%20SRIP%20HRANA_dopolnitve_junij%202017.pdf</a> |
| Študije stabilnosti – funkcionalni krmni dodatki – Stability studies - the field of             | SRIP FOOD<br>Department of Food Chemistry | SRIP FOOD                               | Stability studies          | <a href="file:///C:/Users/barbarak/Desktop/AN%20SRIP%20HRANA_dopolnitve_junij%202017.pdf">file:///C:/Users/barbarak/Desktop/AN%20SRIP%20HRANA_dopolnitve_junij%202017.pdf</a>   |

<sup>9</sup> See also questions 1 and 3.

<sup>10</sup> Attach file or give the appropriate link

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| functional feed additives   |   |  |   |   |
| MARKETING ANALYSIS OF SMALL BREWERIES IN SLOVENIA   | <a href="#">Martin Pavlovič</a><br><a href="#">Primož Budna</a> | Slovenian Institute for Hop Research and Brewing | The results of the survey of the local beer market and analysis of the survey sample of 20% of the Slovenian microbreweries, illustrate business organization, equipment, marketing activities, and recognizability of microbrewers' production in Slovenia. Analyzed microbreweries from the survey sample increased their own production for 50% in the period from 2011 to 2015. Parallel, there has been an increase in a number of specialized shops with various types of craft beers, reflecting the growth of demand for these types of beer. It is estimated that the microbreweries' supply increased for 160% in the period from 2011 to 2015. The results confirm an increased demand for various types of beer in Slovenia, their supply growth and additional possibilities of employment in agribusiness, catering industry and tourism. | <a href="http://eds.b.ebscohost.com/eds/detail/detail?vid=6&amp;sid=68d5d41f-6431-478e-9058-4928405f9820%40sessionmgr104&amp;bdata=Jmxbmc9c2wmc2l0ZT1lZHMtbgI2ZQ%3d%3d#AN=121460205&amp;db=a9h">http://eds.b.ebscohost.com/eds/detail/detail?vid=6&amp;sid=68d5d41f-6431-478e-9058-4928405f9820%40sessionmgr104&amp;bdata=Jmxbmc9c2wmc2l0ZT1lZHMtbgI2ZQ%3d%3d#AN=121460205&amp;db=a9h</a> |
| Program podpore laboratorijem za analizo čebeljih pridelkov - Support program for laboratories for the analysis of bee products | Nataša Lilek  | Beekeeping Association of Slovenia               | Wax, propolis and pollen analyzes were carried out. Based on the results of the analyzes, individual beekeepers were given advice.  | Slovenski čebelar, 1/2019 letnik CXXI (stran 9 – 10), Čebelarska zveza Slovenije  |

- We have contacted SRIP FOOD and received no answer.
- Semenarstvo Slovenije replied that they don't have such studies.
- Slovene Chamber of Agriculture and Forestry - Institute of Agriculture and Forestry Maribor has replied that they don't do the studies.



- The Agricultural Institute of Slovenia is the leading research institute in the field of agriculture in Slovenia. It comprehensively deals with the issues of modern agriculture and is expanding its activities into the fields of environmental protection and ecology. It employs 187 workers, of which 89 are researchers.

The Agricultural Institute of Slovenia is a public non-profit research institute that performs fundamental, applied and development research and specialist tasks in agriculture, publishes the results of scientific research work as well as professional and supervision work, performs tasks based on authorisations and accreditations and checks the quality of agricultural products and products used in agriculture. The Institute also engages in the training of producers, education of young persons and consultation for various users in agriculture. Their researches are on the link:

[https://www.kis.si/Raziskave\\_1/CRP\\_Ciljni\\_raziskovalni\\_programi\\_in\\_razvojno-raziskovalni\\_projekti\\_1/](https://www.kis.si/Raziskave_1/CRP_Ciljni_raziskovalni_programi_in_razvojno-raziskovalni_projekti_1/)

- The SICRIS information system is developed and maintained by the Institute of Information Science in Maribor (IZUM) and the Research Agency of the Republic of Slovenia (ARRS).

Currently, the following entities are represented in SICRIS:

- 998 research organizations with registered employment (all organizations are 1056 - xml)
- 1584 research groups with registered jobs (all groups are 1584 - xml)
- 15702 employed researchers - xml (all researchers and technical staff are 41384)
- 476 active research projects - xml (all is 6745 - xml)
- 338 active research and infrastructure programs - xml (all is 1439 - xml)
- 941 research equipment - xml

For the purpose of a research project the institutes and organizations formed a partnership. In the area of Biotechnology there are about 80 ongoing projects. You can find them on the link:

[https://www.sicris.si/public/jqm/prj\\_list.aspx?lang=slv&opt=2&subopt=2&code1=prj&code2=mst&opdescr=search&search\\_term=4&hits=1036&page=1](https://www.sicris.si/public/jqm/prj_list.aspx?lang=slv&opt=2&subopt=2&code1=prj&code2=mst&opdescr=search&search_term=4&hits=1036&page=1)

- [Biotechnical Faculty, University of Ljubljana is conducting A](#) Research program Competitiveness of agro-food, led by prof. dr. Emil Erjavec brings together researchers from three of the four research organizations in Slovenia who are scientifically engaged in the field of agrarian economics (Biotechnical Faculty, Agricultural Institute of Slovenia, Institute of Hopper and Brewery of Slovenia - IHPS). The aim of the program group's research is to systematically and comprehensively address various issues of agro-food competitiveness. Research assemblies: A. Econometric analysis of agricultural markets and labor; B. Sectoral modeling of agriculture; C. A quantitative assessment of the rural development policy; D.

Analysis of the agri-food chain and consumption habits studies; E. Discourses and institutional innovations in agricultural policy; F. Monitoring agriculture and agricultural policy.

([https://www.kis.si/Raziskovalno\\_delo/Programska\\_skupina\\_Konkurencnost\\_agrozivilstva\\_1\\_1/](https://www.kis.si/Raziskovalno_delo/Programska_skupina_Konkurencnost_agrozivilstva_1_1/))

### Section 3: Exports and imports of agro-food products

#### 8. List of agro-food exporters in your region/country.

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food<br>products                            | Contact info<br>(name, organization, address, email, telephone number,<br>website)  | Website<br>(URL)  |
|----------------------------------|---|---|---|
| Droga Kolinska                   | Coffee, drinks, sport food,<br>spreads and pâtés, snacks  | Droga Kolinska, Kidričeva ulica 32, 3250 Rogaška Slatina<br>T: +386 (03) 818 51 00<br>E: <a href="mailto:kontaktcentersi@atlanticgrupa.com">kontaktcentersi@atlanticgrupa.com</a> | <a href="http://www.atlanticgrupa.com/">http://www.atlanticgrupa.com/</a>           |
| Pertunina Ptuj                   | Foods from poultry meat                                   | Potrčeva cesta 10<br>2250 Ptuj, Slovenija<br>T: +386 (0)2 74 90 100<br>E: <a href="mailto:info@perutnina.eu">info@perutnina.eu</a>  | <a href="https://www.perutnina.si/sl/domov/">https://www.perutnina.si/sl/domov/</a> |
| Ljubljanske<br>mlekarne          | Milk product (milk,<br>yogurt, cheese, icecreams<br>etc.) | Tolstojeva 63, 1000 Ljubljana<br>T: 01/5881 500<br>E: <a href="mailto:info@l-m.si">info@l-m.si</a>  | <a href="https://www.l-m.si/">https://www.l-m.si/</a>                               |
| Incom                            | Icecream  | <a href="#">Tovarniška cesta 6A, Ajdovščina, 5270 Ajdovščina</a>  | <a href="https://www.leone.si/">https://www.leone.si/</a>                           |

|                       |   |   |   |
|-----------------------|---|---|---|
|                       |   | T: <a href="tel:+38653643900">tel:+38653643900</a><br>E: <a href="mailto:info@leone.si">info@leone.si</a>   |   |
| Pivovarna Laško Union | Brewery   | Pivovarniška ulica 2, Ljubljana<br>T: 01 471 72 17<br>E: <a href="mailto:info.plu@heineken.com">info.plu@heineken.com</a>                           | <a href="http://www.lasko.eu/">http://www.lasko.eu/</a>                         |
| Žito                  | Rice, pasta, purees, spices, cereals, flour, chocolate, teas, candies                 | Šmartinska cesta 154<br>1000 Ljubljana<br>T: +386(0)1 5876 100<br>E: <a href="mailto:info@zito.si">info@zito.si</a>                                 | <a href="http://www.zito.si">www.zito.si</a>                                    |
| Hočevlar              | Sale and processing of meat   | <a href="#">Savinškova ulica 2, 8000 NOVO MESTO</a><br>T: + 386 (0) 73080131<br>E: <a href="mailto:hocevar-agro@siol.net">hocevar-agro@siol.net</a> | <a href="http://www.hocevar.biz">www.hocevar.biz</a>                            |
| Fructal               | Juices, nectars, drinks, fruit bars, marmelades, tomato souce, baby porridge and food | Tovarniška cesta 7, 5270 Ajdovščina, Slovenija<br>T: +386 5 3691 000<br>E: <a href="mailto:INFO@FRUCTAL.SI">INFO@FRUCTAL.SI</a>                     | <a href="https://www.fructal.si/">https://www.fructal.si/</a>                   |
| Mercator – Emba       | Cocoa instant products, chocolate desert dressings, nuts                              | Tržaška cesta 2C<br>SI-1370 Logatec<br>T: +386 1 759 84 00<br>E: <a href="mailto:info@mercator-emba.si">info@mercator-emba.si</a>                   | <a href="https://www.mercator-emba.si/si/">https://www.mercator-emba.si/si/</a> |
| Mlekarna Celeia       | Milk products (milk, yogurts, spreads, cheeses)                                       | Arja vas 92, 3301 Petrovče<br>T: +386 (03) 713 38 10<br>E: <a href="mailto:info@zelenedoline.si">info@zelenedoline.si</a>                           | <a href="http://www.zelenedoline.si/">http://www.zelenedoline.si/</a>           |

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of company/<br/>association</b> | <b>Types of agro-food products</b>  | <b>Contact info<br/>(name, organization, address, email, telephone<br/>number, website)</b>  | <b>Website<br/>(URL)</b>  |
|--|---|--|---|
| Mercator                                 | all   | Mercator IP, d.o.o.<br>Dunajska cesta 110<br>1000 Ljubljana, Slovenija<br>T: 01 234 3645<br>E: <a href="mailto:info@mercator-ip.si">info@mercator-ip.si</a>  | <a href="https://www.mercator.si/">https://www.mercator.si/</a>       |
| Engrotuš                                 | all   | Engrotuš d.o.o.<br>CESTA V TRNOVLJE 10 A, 3000 CELJE<br>T: 0597 33000<br>E: <a href="mailto:info@tus.si">info@tus.si</a>   | <a href="https://www.tus.si/">https://www.tus.si/</a>                 |
| Droga Kolinska                           | Coffee, water, non-alcoholic<br>drings, spreads, sweets, sport<br>bars etc. | Droga Kolinska, živilska industrija, d.d.<br><a href="#">Kolinska ulica 1, Ljubljana, 1000 Ljubljana</a><br>T: <a href="tel:014721500">01 4721500</a><br>E: <a href="mailto:info@drogakolinska.com">info@drogakolinska.com</a> | <a href="https://www.atlantic.hr/hr/">https://www.atlantic.hr/hr/</a> |
| Ljubljanske<br>mlekarne                  | Dairy products  | Ljubljanske mlekarne d.o.o.<br>Tolstojeva 63, 1000 Ljubljana<br>T: 01/5881 500   | <a href="https://www.l-m.si/">https://www.l-m.si/</a>                 |

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

|                       |                  |  |   |
|-----------------------|------------------|--|---|
|                       |                  | E: <a href="mailto:info@l-m.si">info@l-m.si</a>  |   |
| Perutnina Ptuj        | Poultry products | Perutnina Ptuj, d.d.<br>Potrčeva cesta 10<br>2250 Ptuj, Slovenija<br>T: +386 (0)2 74 90 100<br>E: <a href="mailto:info@perutnina.eu">info@perutnina.eu</a> | <a href="https://www.perutnina.si/sl/domov/">https://www.perutnina.si/sl/domov/</a> |
| Pivovarna Laško Union | Beer             | Pivovarna Laško Union d.o.o.<br>Pivovarniška ulica 2, Ljubljana<br>T: 01 471 72 17<br>E: <a href="mailto:info.plu@heineken.com">info.plu@heineken.com</a>  | <a href="http://www.lasko.eu/">http://www.lasko.eu/</a>                             |

\* listed are the six biggest agro-food companies by annual turnover (data from 2017)

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority                                 | Description (50-100 words)  | File <sup>12</sup> or link (URL)  |
|---|---|---|---|
| See the Attachment 1: List of Slovenian national laws and regulations     | The National Assembly of the Republic of Slovenia | The National Assembly of the Republic of Slovenia adopts the law in Slovenia, but it is proclaimed by the President of the Republic; it is published in the Official Gazette of the Republic of Slovenia. | <a href="http://www.uvhvvr.gov.si/si/zakonodaja_in_dokumenti/">http://www.uvhvvr.gov.si/si/zakonodaja_in_dokumenti/</a> |

<sup>12</sup> Attach file or give the appropriate link

## Section 4: EU quality schemes for agro-food products

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product                        | Type of label (PDO, PGI, TSG or organic) | Cultivation areas                                    | Production   | Trade                                      | Exports                                 |
|--|--|--|--|--|---|
| Cheese - Nanoški sir                             | PDO                                      | Nanos  | Cheese, Mlekarna Vipava  | Nanoški Sir                                | No data                                 |
| Cheese - Tolminc                                 | PDO                                      | Posočje area   | Cheese, Mlekarna Planika   | Tolminc                                    | No data                                 |
| Cheese - Bovški sir                              | PDO                                      | Soča Valley  | Cheese, Cheese maker David Ostan from Bovec, Cheese maker Dominik Černut from Log pod Mangartom and Cheese maker Škander | Bovški sir                                 | No data                                 |
| Cheese - Mohant                                  | PDO                                      | Bohinj area  | Sirarsko društvo Bohinj - Cheese society Bohinj  | Mohant                                     | No data                                 |
| Oil - Ekstra deviško oljčno olje Slovenske Istre | PDO                                      | Slovenian Istra                                      | Društvo oljkarjev Slovenske Istre - Association of olive growers of Slovenian Istria                                     | Ekstra deviško oljčno olje Slovenske Istre | Insignificant export - No specific data |
| Honey - Kočevski gozdni med – Kočevski           | PDO                                      | Wider area of Kočevsko between rivers Krka and Kolpa | Beekeepers of a producer group   | Kočevski gozdni med                        | No data                                 |

<sup>13</sup> Provide data from 2010 till most recently

|                                  |     |  |  |               |   |
|----------------------------------|-----|--|--|---------------|---|
| Forest honey                     |     |  | Kočevski forest honey  |               |   |
| Honey - Kraški med – Karst honey | PDO | Slovenian Karst area in the municipalities of: Komen, Sežana, Divača, Hrpelje - Kozina   | Čebelarstvo društvo Sežana - Beekeeping Association Sežana                                   | Kraški med    | No data   |
| Salt - Piranska sol              | PDO | Sečovlje Salina Nature Park in Piran bay   | Soline Pridelava soli d.o.o  | Piranska sol  | USA, GB, Croatia, Netherlands   |
| Meat - Istrski pršut             | PDO | Istra  | Meat must be produced in Slovenian or Croatian Istria and dried according to a single recipe | Istrski Pršut | No data   |
| Meat - Kraški pršut              | PGI | Slovenian Karst - The border runs from Kostanjevica in the Karst to the Opatje village, from there to the state border with Italy and along it to the Lipica border crossing, including settlement Lokev and the road to Divača, from there in the straight line to the village Brestovica near Povirje, to the village Štorje, Kazlje, Dobravlje, Ponikve, Kobdilj and further in the straight line across Mali Dol to Škrbina in the direction of Lipa and Temnica to Kostanjevica on the Karst. | GIZ Kraški Pršut: Kras d.o.o., Pršutarna Lokev and farm Raouber                              | Kraški Pršut  | Austria<br>Bosnia and Herzegovina<br>Montenegro<br>France<br>Croatia<br>Italy<br>Kosovo<br>Hungary<br>Macedonia<br>Germany<br>Netherlands |

|   |     |                      |  |                          |   |
|---|-----|----------------------|--|--------------------------|---|
|   |     |                      |  |                          | ds<br>Serbia<br>Sweden<br>Switzerland<br>United Kingdom |
| Dried homemade meat - zgornjesavski želodec | PGI | Upper Savinja Valley | Producers:<br>Kramer Franc<br>Šmihel 19,<br><br>Mlinar Jože<br>Šentjanž 40A<br><br>Atelšek Ivan<br>Šmihel 3<br><br>Resnik Peter<br>Podvolovljek 18<br><br>Kumer Anton<br>Krnica 52<br><br>Petek Alojz, Branko<br>Podvolovljek 14<br><br>Storgel Jože<br>Varpolje 40<br><br>Matko Ivan<br>Dobropolje 11<br><br>Potočnik Ana<br>Tirosek 18 | Zgornjesavinjski želodec | No data   |



|   |     |   |   |                                    |                    |
|---|-----|---|---|------------------------------------|--------------------|
|   |     |   | Krsnik Rudi<br>Sp. Brezje 1<br>Benda Alojz<br>Šentjanž 31<br>Hudej Franc<br>Lepa njiva 18<br>Bezovnik Jožica<br>Luče 27 |                                    |                    |
| Pumpkin Oil -<br>Štajersko prekmursko<br>bučno olje | PGI | Štajreska and Prekmurska region -<br>North-East of Sloveni  | Tovarna olja GEA, Oljarna Kocbek,<br>Oljarna Fram, Jeruzalem SAT in SKZ<br>Ljutomer Križevci                            | Štajersko-prekmursko<br>bučno olje | Croatia,<br>Russia |
| Dried meat - Kraški<br>zašink                       | PGI | Karst region in Slovenia<br>(Municipaliteis: Lokev, Divača,<br>Štorje, Avber, Štanjel, Temnica,<br>Vojščica, Opatje selo, state<br>border in Lipica)  | GIZ Kraške mesnine  | Kraški zašink                      | No data            |
| Dried meat - Kraška<br>panceta                      | PGI | The narrower area of the Karst.<br>The defined area of Karst is<br>located in the western part of<br>central Primorska. The<br>production area of the Karst<br>pancetta is located within the<br>border, which runs from<br>Kostanjevica in the Karst to the<br>Opatje village, from here to the<br>state border with Italy and along<br>it to the Lipica border crossing,<br>then along the road to the<br>settlement Lokev, then on the | GIZ Kraške mesnine  | Kraška panceta                     | No data            |

|                                 |     |   |   |  |         |
|---------------------------------|-----|---|---|--|---------|
|                                 |     | road to Divača, from here in the straight line in the direction of the villages Vrabče, Štjak, Selo, Krtinovica, Kobdilj and further in the straight line across Mali Dol to Škrbina in the direction of Lipa and Temnica to Kostanjevica on the Karst. |   |  |         |
| Vegetable - Ptujski lük         | PGI | Ptujsko polje, which stretches between rivers Drava and Pesnica, Ptuj and Ormož and the slopes of Slovenske gorice  | Podravske vrtnine z.o.o.  | Ptujski lük  | No data |
| Meat - Kranjska klobasa         | PGI | Slovenia  | GIZ Kranjska klobasa  | Kranjska klobasa   | No data |
| Honey - Slovenski med           | PGI | Slovenia  | Čebelarska zveza Slovenije - Beekeeping Association of Slovenia   | Slovenski med: acacia acacia, flower, linden, spruce, forest, walking and chestnut honey | No data |
| Dired Meat - Prekmurska šunka   | PGI | Prekmurje region - from Goričko to Lendava plains   | Društvo za promocijo in zaščito Prekmurskih dobrot - Society for promotion and protection of Prekmurje delicacies | Prekmurska šunka   | No data |
| Hops - Štajerski hmelj          | PGI | Štajerska region - in the south-west and south along the Sava River; in the south-east border is the state border with Croatia; in the east, the Mura River and the northern border with Austria  | Združenje hmeljarjev Slovenije - Association of Hoppers of Slovenia   | Štajerski hmelj  | No data |
| Dried Meat - Šebreljski želodec | PGI | Idrijska and Cerkljanska region   | There are no officially certified producers   | Šebreljski želodec   | No data |

|                                     |     |  |   |                     |         |
|-------------------------------------|-----|--|---|---------------------|---------|
| Meat - Prleška tünka                | PGI | Prlekija region (Municipalities: Ljutomer, Razkrižje, Križevci, Veržej, Sveti Jurij, Radenci, Gornja Radgona in Ormož) | Društvo za promocijo in zaščito Prekmurskih dobrot - Society for promotion and protection of Prekmurje delicacies | Prleška tünka       | No data |
| Dessert - Prekmurska gibanica       | TSG | Origin: Prekmurje region   | Društvo za promocijo in zaščito Prekmurskih dobrot - Society for promotion and protection of Prekmurje delicacies | Prekmurska gibanica | No data |
| A sort of pasta - Idrijski žlikrofi | TSG | Idrija and its surrounding   | Društvo za promocijo in zaščito Idrijskih jedi - Society for promotion and protection of Idrija dishes            | Idrijski žlikrofi   | No data |
| Bread - Belokranjska pogača         | TSG | Bela krajina   | Društvo kmečkih žena Metlika - Association of farm women Metlika  | Belokranjska pogača | No data |

## Section 5: Trade fairs, trade shows and exhibitions

### 12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair, trade show, exhibition) | Organization body    | Description (50-100 words regarding the scope and the agro-food products covered)   | Dates                             | Place          | Website (URL)   |
|---|----------------------|---|-----------------------------------|----------------|---|
| International fair AGRA   | Pomurski sejem d.o.o | The biggest agro-food fair in Slovenia which happens every year. In 2018 there were 1840 exhibitors from 32 countries and 117.000 visitors. | Every year in August (since 1963) | Gornja Radgona | <a href="http://www.sejem-agra.si/">http://www.sejem-agra.si/</a> |

<sup>14</sup> Select events that occur regularly (e.g., every year)

|                              |                      |   |  |           |   |
|------------------------------|----------------------|---|--|-----------|---|
|                              |                      | <p>It has opened new development perspectives of agriculture, self-sufficiency and healthy eating. Young farmers were invited food from our vicinity, organic farming, organic culinary products, digitization in production and processing, sustainable forest management and agricultural technology for highly efficient and sustainable farming.</p> <p>The best breeding practices were embodied by the exhibitions of autochthonous and in Slovenia extended farm animals in stables and attractive presentations in the manoeuvres with an emphasis on the young owners of the acquisitions.</p>   |  |           |   |
| Agritech fair                | Celjski sejem d.o.o. | <p>At the initiative of the Association of Producers and Importers of Agricultural and Forestry Technology (ZKGT), Celje Fair organised the first five-day Agritech, a trade fair for agricultural and forestry technology. The fair presented the latest technology that farmers and forestry workers need for their work.</p> <p>Young farmers are a generation marked by innovation, knowledge and the courage to put modern approaches and a different view on land processing into practice.</p> <p>In addition to agricultural and forestry machinery, the exhibition programme included products and services that farmers and foresters need for performing their activities.</p> | 30. Jan 2019 - 03. Feb 2019 (organised for the first time in 2019) | Celje     | <a href="https://ce-sejem.si/">https://ce-sejem.si/</a>                   |
| Fair for a healthy lifestyle | Ljubljanski sejem    | <p>Highlights from the content: Healthy, fresh and locally grown, Health Prevention Programs, Urban gardening, Exhibiting product certificates, Hemp products, Soil and water - natural source, Wellness programs, services in the field of relaxation, relaxation, health, beauty and well-being, Competition Planet Earth is a friendly community,</p>  | Organized yearly from end of November/beginning of December        | Ljubljana | <a href="http://www.narava-zdravje.si/">http://www.narava-zdravje.si/</a> |

|   |                                |   |                             |           |   |
|---|--------------------------------|---|-----------------------------|-----------|---|
|   |                                | Activities and workshops.   | (from 2014)                 |           |   |
| Fair Vino Ljubljana – International Wine fair       | Gospodarsko razstavišče d.o.o. | International Wine Fair (with lectures, wine-exhibitions, wine competitions etc.)   | April/May (for 14 years)    | Ljubljana | <a href="http://www.vinoljubljana.si/">http://www.vinoljubljana.si/</a>   |
| Gast Expo   | Gospodarsko razstavišče d.o.o. | Exhibition of food and drink with presentations, exhibitions, education and competitions also with top Slovenian cooks  | January/February (yearly)   | Ljubljana | <a href="https://www.facebook.com/SejmiOkusovGASTexpo/">https://www.facebook.com/SejmiOkusovGASTexpo/</a>   |
| Salon VinDel – International Wine and Culinary Fair | Zavod SloVino                  | <p>VinDel Salon is a show of wine culinary excellence that attracts several exhibitors and visitors to Maribor from year to year and successfully establishes a bridge between providers and consumers of quality tastes.</p> <p>SloVino VinDel Academy, under whose auspices are educational contents and conducted surreptitious experiments, perfectly complements the salon fair trade. Professional meetings of sommeliers of professionals and sommeliers of lovers are included. They are networked with winemakers, wine queens, wine knights and lovers of all good things. The connection and influence of the VinDel Salon on the HoReCa sector is remarkable. VinDel is a feast of flavors.</p> | October (yearly since 2008) | Maribor   | <a href="http://www.vindel.si/">http://www.vindel.si/</a>   |
| Api Slovenia – Beekeeping Fair                      | Celjski sejem                  | It is the largest professional beekeeping event in Europe. You can find the best offer of bee products and beekeeping equipment. At the fair there are also several expert workshops and lecturers organized  | March (yearly, since 1978)  | Celje     | <a href="https://ce-sejem.si/sejmi/pomladno-sejemsko-prebujanje-2019/42-sejem-apislovenija/">https://ce-sejem.si/sejmi/pomladno-sejemsko-prebujanje-2019/42-sejem-apislovenija/</a> |
| ALTERMED  | Celjski sejem                  | ALTERMED represents the largest offer of natural health solutions in one place. Healthy food, natural fruit and vegetable drinks, food supplements, healthy food for animals, herbs, herbal medicines, apparatus for the  | March (yearly, since 2005)  | Celje     | <a href="https://ce-sejem.si/sejmi/pomladno-sejemsko-prebujanje-">https://ce-sejem.si/sejmi/pomladno-sejemsko-prebujanje-</a>   |

|                 |               |  |                            |       |   |
|-----------------|---------------|--|----------------------------|-------|---|
|                 |               | preparation of fruit and vegetable drinks, for the drying of fruit and vegetables, honey, products from beeswax are presented.   |                            |       | 2019/15-sejem-altermed/   |
| Coffee Festival | Celjski sejem | <p>Fair of coffee, tea and culinary events.</p> <p>A the event are:</p> <ul style="list-style-type: none"> <li>- Manufacturers and suppliers of coffee</li> <li>- Coffee roasting micro companies</li> <li>- Equipment suppliers and coffee processing technology</li> <li>- Manufacturers, agents and sellers of coffee machines and equipment</li> <li>- Coffee makers for professional and home use</li> <li>- Providers of equipment for cafes and bars</li> <li>- Cafes and bars</li> <li>- Coffee and tea shops wholesale and retail</li> <li>- Providers of culinary delicacies</li> <li>- Educational institutions</li> </ul>  | March (yearly, since 2016) | Celje | <a href="https://ce-sejem.si/sejmi/po mladno-sejemsko-prebujanje-2019/4-festival-kave-slovenija/">https://ce-sejem.si/sejmi/po mladno-sejemsko-prebujanje-2019/4-festival-kave-slovenija/</a>                     |
| KULINART        | Celjski sejem | <p>It's a Festival of food and drink. At the fair are:</p> <ul style="list-style-type: none"> <li>- Manufacturers and traders of major brands of the food industry</li> <li>- Providers of equipment and technology for storing, conserving and preparing food and beverages</li> <li>- Manufacturers, agents and sellers of cooking equipment</li> <li>- Providers of food additives</li> <li>- Providers of decorative accessories</li> <li>- Providers of culinary delicacies of Slovenian regions</li> <li>- Manufacturers and suppliers of home-made, locally grown food and beverages</li> <li>- Providers of innovative culinary delicacies and methods of preparing food and beverages</li> <li>- Restaurants</li> </ul> | March (yearly, since 2016) | Celje | <a href="https://ce-sejem.si/sejmi/po mladno-sejemsko-prebujanje-2019/4-festival-hrane-in-pijace-kulinart/">https://ce-sejem.si/sejmi/po mladno-sejemsko-prebujanje-2019/4-festival-hrane-in-pijace-kulinart/</a> |

|  |  |   |  |           |   |
|--|--|---|--|-----------|---|
|  |  | <ul style="list-style-type: none"> <li>- Dealers</li> <li>- Educational institutions</li> </ul>   |  |           |   |
| Agricultural trade fair (in Spring, Autumn)                        | Konjeniški klub Komenda  | It is a trade fair of Agricultural machinery, exhibition of livestock and others. More than 650 exhibitors on 50.000m <sup>2</sup> and more than 70.000 visitors are expected each time.  | April/October (twice a year, since 1996) | Komenda   | <a href="http://sejemkomenta.si/index.php/sl/">http://sejemkomenta.si/index.php/sl/</a>   |
| Festival kraškega pršuta v Ljubljani – Festival of Karst Proscutto | Javno podjetje Ljubljanska parkirišča in tržnice, d.o.o.                 | <p>The recognized geographical indication or the protection of a geographical indication means the protection of the tradition and the technological process, which in special climatic conditions or because of the recognized favourable influence of the geographical area, enable the production of ham of special quality.</p> <p>In Slovenia, ham is mainly produced in Istria, Karst, Vipava, Goriška, Brda, Idrija and Tolminsko. Karst prosciutto belongs to the family of Mediterranean prosciutto. For Istrian ham, for example, it is characteristic that it is free of skin and bacon.</p> | June (yearly, since 2017)                | Ljubljana | <a href="http://www.lpt.si/trznice/trznica_dogodki/kraski_prsut_2017">http://www.lpt.si/trznice/trznica_dogodki/kraski_prsut_2017</a> |
| Days of Slovenian Tourism  | Slovenska turistična organizacija  | Days of Slovenian Tourism is a central professional event in tourism. Slovenian tourism and gastronomy is being presented/exhibited in a 3-days where many events take place (main conference, awarding the highest recognitions in tourism, 65th Catering Association – in 2018), event My Country - beautiful and hospitable and 21th Slovenian Tourist Forum – in 2018).   | October (yearly since 2001)              | Portorož  | <a href="https://www.slovenia.info/sl/poslovne-strani/dst-2018">https://www.slovenia.info/sl/poslovne-strani/dst-2018</a>             |
| National exhibition of “štruklji”                                  | Association of rural women Mirna Peč, Association of Farmers of Slovenia | <p>Association of rural women Mirna Peč and Association of Farmers of Slovenia invite to the 3rd state competition - exhibition and evaluation “štruklji”, which were held on Saturday, 02.02.2019 at 15.00 in the lobby of the museum Lojze Slak and Tone Pavček in Mirna Peč.</p> <p>A variety of kinds of dumplings from towed dough will be</p>   | January (yearly since 2017)              | Mirna peč | <a href="https://www.mirnapec.si/objava/171913">https://www.mirnapec.si/objava/171913</a>   |

|  |                    |  |  |                |   |
|--|--------------------|--|--|----------------|---|
|  |                    | displayed.   |  |                |   |
| Sevniška salamijada – salami competition |                    | Salami competition in Sevnica began in 1962. "We started with the then innkeeper and friend Peter Vrtovšek, despite the fact that they celebrated two days earlier on March 8th, why, why would not men have their day. Before we laid down our salami and found out who was better and better, "Sevničan Rudi Mlinarič remembers the beginning of the first competition, which was then declared by the then guests in the Vrtovšek inn as the first winner.  | March (since 1962)                                 | Sevnica        | <a href="http://www.drustvo-salamarjev.si/">http://www.drustvo-salamarjev.si/</a>   |
| Week of restaurants                      | VIVI d.o.o.        | Choosing restaurants and planning culinary paths around Slovenia. Over 100 restaurants in Slovenia invite with their innovative kitchens.  | March/April and October (twice a year, since 2012) | Whole Slovenia | <a href="https://vivi.si/tedennestavracij/">https://vivi.si/tedennestavracij/</a>   |
| Festival of Chocolate                    | Turizem Radovljica | Radovljica has a rich tradition of chocolate that has been manufactured in Lesce since 1922.<br><br>The purpose of the festival is to build the visibility of Radolc's tourist destination as a destination of sweet experiences and to attract visitors from Slovenia and abroad and to promote Slovenian chocolates.<br><br>The main thread of the festival is chocolate. Chocolate producers from Slovenia are present at the festival, along with some other chocolate and beverage suppliers.<br><br>Chocolates show the way of making their products, and venues are cooking shows, workshops for children and adults on the theme of chocolate and street performances. | April (yearly since 2012)                          | Radovljica     | <a href="https://www.radolca.si/sl/festival-cokolade?gclid=EAIaIQobChMI0v62jq6R4QIVGeWaCh2oxQffEAAYAiAAEglvuPD_BwE">https://www.radolca.si/sl/festival-cokolade?gclid=EAIaIQobChMI0v62jq6R4QIVGeWaCh2oxQffEAAYAiAAEglvuPD_BwE</a> |
| Festival of Easter "potica"              | Krka d.o.o.        | Exhibition and competition of traditional Slovenian cake called "potica". The expert commission, which evaluated the "potica" cakes, consisted of: prof. dr. Janez Bogataj,  | April (yearly, since 2017)                         | Otočec         | <a href="https://www.termekrka.com/si/sl/pak">https://www.termekrka.com/si/sl/pak</a>   |



|                      |                            |   |   |  |   |
|----------------------|----------------------------|---|---|--|---|
|                      |                            | renowned ethnologist and author of books Potica from Slovenia and Slovenian potica - all desserts queen, mag. Marlena Skvarča, a recognized sensory food tester, and Janja Strašek, a nutrition expert at Terme Krka. The profit from the sale of “potica” cakes was devoted to charity to families from the socially weaker local environment.   |   |  | eti-in-akcije/2-festival-velikonocne-potice-na-gradu-otocec-28-in-29-3-2018/  |
| Festival of “potica” | Turistično društvo Prebold | Exhibition and competition of traditional Slovenian cake called “potica”. In 2018 as many as 87 masters and masters have tried in a bake of various “potica” cakes, from those traditional with walnut or cream filling to more modern ones, filled with hazelnuts, chestnuts and all-powerful stuffing, even the crackling. After the exhibition, all exhibited “potica” cakes were donated to the homes of the elderly at Polzela, Grmovje, Prebolje and Vransko this year.   | April (yearly since 2003)                     | Prebold  | <a href="https://zeneprebol.d.wordpress.com/2018/03/24/15-festival-potic-v-preboldu/">https://zeneprebol.d.wordpress.com/2018/03/24/15-festival-potic-v-preboldu/</a> |
| Salon Sauvignon      | Salon Sauvignon            | In the picturesque rooms of the former Dominican monastery, you can taste top-quality sauvignons from all the most important wine growing areas of the world. Exotics, especially sauvignons from Slovenia, neighborhoods and nearby wine-growing areas, as well as from Austria, Serbia, Hungary, Romania, Moldova, France and New Zealand. You can enjoy high-quality Styrian culinary delights, listen to the refined thinking of wine and wine culture experts, and pass on the silence and music of a charismatic, eight-centuries old building that easily gives the attention of the listeners the stories of their mysterious life. | April (yearly, since 2015)                    | Ptuj   | <a href="http://salonsauvignon.eu/">http://salonsauvignon.eu/</a>   |
| Open kitchen         |                            | Open kitchen is the unique and most popular culinary market in Slovenia, which since 2013 has brought freshness and novelty to the Slovenian culinary scene (started in Ljubljana, other cities jointed later). From early spring until late autumn, many lovers of good food and   | Every Friday from May to October (since 2013) | Ljubljana, Maribor, Celje, Koper, Nova Gorica, | <a href="http://www.odprta.kuhna.si/">http://www.odprta.kuhna.si/</a>   |

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|                                      |  | relaxed socializing are invited among the food stands. The organizers connected with the Slovenian Philanthropy, and for the second consecutive year, at the end of each event, the remaining food will be distributed among people in need.   |                          | Ptuj              |   |
| Grading of "Zgornjesavinski želodec" | Združenje izdelovalcev Zgornjesavinjs kega želodca       | The purpose of the annual evaluation is the sensory determination of the quality of the stomach, the detection of errors and deviations from the typical quality characteristics, and the familiarization of the manufacturers and the public with the results of evaluation and the indirect popularization of the stomach. From the perspective of an individual manufacturer, the purpose of the assessment is to obtain a professional judgment on the quality of its product, to eliminate certain defects in the manufacture and drying process, and, if possible, to obtain the appropriate or highest assessment for the product.                                    | May (yearly since 1991)  | Rečica ob Savinji | <a href="https://www.obcina-recica.si/objava/65512">https://www.obcina-recica.si/objava/65512</a>   |
| Holiday of Rebula wine and olive oil | Vaška skupnost Višnjevnik and Društvo ljubiteljev rebule | Culinary event with Rebula wine and olive oil as well as local food.<br><br>Višnjevnik, known as the birthplace of Rebula, and as a hospitable village surrounded by numerous olive groves from which the locals have been producing excellent olive oil for many years. The Višnjevnik Village Community and the Riblja Ribolov Association traditionally organize the Feast of Rebula and Olive Oil every year. Numerous samples of olive oil, vegetable fritalje, pršut with polenta, excellent "Brave" drops Rebula, delicious bakery masterpieces of domestic households and an unforgettable party inviting you to spend pleasant spring hours in a circle of friends. | May (yearly, since 2000) | Višjevik          | <a href="https://www.brda.si/ne_spreglejte/2017030614232652/Praznik%20rebule%20in%20olj%C4%8Dnaga%20olja%20Vi%C5%A1njevnik/">https://www.brda.si/ne_spreglejte/2017030614232652/Praznik%20rebule%20in%20olj%C4%8Dnaga%20olja%20Vi%C5%A1njevnik/</a> |
| Holiday of Refošk                    | Tourist  | In four decades, this event has grown from the Refošk  | May (yearly              | Marezige          | <a href="http://www.prazni">http://www.prazni</a>   |

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| wine                                   | Association Marežige  | Exhibition, where vineyards from Slovenian Istria started to promote this noble harvest, to a big feast of winemakers and all lovers of this wine, where the quality of wines, wine culture, ethnological and cultural heritage of the Istrian countryside is promoted, attracting thousands of visitors every year.<br>At the evaluation of wines, the best Refošk and Malvazija are selected and served with the culinary offer of typical home-made dishes. The expert commission also estimates bottled wines, from Muscat, Gray Pinot and Chardonnay between white, to merlot, cabernet and shiraz among red varieties.   | since 1972)              |         | k-refoska.si/   |
| Goodies of Slovenian farms             | Agriculture and Forestry Chamber of Slovenia and Municipality of Ptuj | The basis of the project is the annual work of agricultural experts in the field, with a great role played by advisers for the farm family and supplementary activities on farms and for rural development. The purpose is to encourage as many farms as possible to grow healthy domestic food and direct marketing.<br>In order to achieve a higher added value of crops, processing is crucial, which means that more and more farms are opting for complementary activities on farms. Among the participating farms, the registered supplementary activity has already more than 60%. Sensory expert evaluations of 13 product groups are organized to determine the quality. About 600 eligible farms were published and more than 1,100 goodies were assessed. | May (yearly, since 1990) | Ptuj    | <a href="http://www.dobrot.eslovenskihkmelij.si/">http://www.dobrot.eslovenskihkmelij.si/</a> |
| Wine Festival "Wine vigred" in Metlika | Tourist Association Vigred Metlika                                    | The three-day festival of wines invites domestic and foreign lovers of the best Bela Krajina wines. The holiday of award-winning wines, Bela Krajina delicacies and the promotion of ethnological specialties and cultural achievements has been greatly influenced by Slovenian   | May (yearly, since 1983) | Metlika | <a href="http://vinska-vigred.si/">http://vinska-vigred.si/</a>                               |

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|                   |                     | <p>tourist events in more than three decades. Guests are able to learn how to cook this culinary specialty, try the best Bela Krajina wines, they will see a culinary exhibition and an exhibition of home-made crafts, accompanied by a varied and varied cultural program and much more.</p>  |                           |               |   |
| Holiday of cherry | JABKA d.o.o         | <p>The biggest and most prestigious cultural and tourist event, which is visited by more than 30,000 visitors from the local and neighboring Italian and Austrian provinces, is certainly the Holiday of cherries. The event is full of ethnological contents, cultural and sporting events and entertainment for all generations. From picking and tasting cherries, the doors are opened by a number of Brda winemakers. They will take you to the heart of their cellars, among the wine barrels, where you will be delighted with excellent wines, with wine experts, sharing experiences and sharing valuable tips on the art of cellar.</p> | June (yearly, since 1967) | Dobrovo, Brda | <a href="https://www.brda.si/tradicionalni_dogodki/2012050915394702/Praznik%20%C4%8De%C5%A1enj/">https://www.brda.si/tradicionalni_dogodki/2012050915394702/Praznik%20%C4%8De%C5%A1enj/</a> |
| Festival Lent     | Narodni dom Maribor | <p>A Festival by the Drava River with many music events invites visitors to local culinary delicacies, to the markets and streets, which corrode the written word of visitors from all over the world.</p> <p>The festival venues are only a few minutes walk away. And by the pleasant dining gardens and numerous booths, they turn to a perfect outdoor dinner, a taste of local wines or beer creations of local boutique breweries. The highlight of the culinary pampering is offered by the Sladolent Festival, which attracts the best Slovenian cooking masters. Number of visitors in 2018 event: 235.000.</p>                          | June (yearly, since 1993) | Maribor       | <a href="https://www.festival-lent.si/">https://www.festival-lent.si/</a>   |
| Sladolent         | Narodni dom Maribor | <p>It's a culinary event within Festival Lent. Look at the above description of Festival Lent. The best chefs + the most</p>  | June (yearly, since 2011) | Maribor       | <a href="https://www.facebook.com/SladoLent">https://www.facebook.com/SladoLent</a>   |

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|                                     |  | original street food = the most spectacular chef's promenade in Slovenia.  |                              |            | /   |
| Holiday of wine, fish and olive oil | Municipality Izola                     | Izola streets from the market to Manzioli in the beginning of June will be revived in the afternoon, as various winemakers, olive groves and fishermen occupy them with stalls, which offer different tastes to visitors. An important part of the event is the recognition of the goodness of the region, as well as the cultural tradition with Istrian music and folk musicians. In 2018 were 39 different food producers who presented their products on the stalls. | June (yearly, since 2003)    | Izola      | <a href="http://center-izola.si/dogodki-in-prireditve/16-praznik-oljk-vina-in-rib/">http://center-izola.si/dogodki-in-prireditve/16-praznik-oljk-vina-in-rib/</a> |
| Open cellar day                     | Vinoteka Brda                          | The winemakers from Goriška Brda invite in June on the Open day of wine cellar where they take the visitors through the basement, chat with you, and of course offer visitors their wines.   | June (yearly)                | Brda       | <a href="http://www.vinotekabrda.si/">http://www.vinotekabrda.si/</a>   |
| Čateška cvičkarija                  | Wine-growing tourist Association Čatež | This is the even to celebrate Cviček, typical wine from Dolenjska region. Exhibition and presentation of wine Cviček is taking place where over 100 samples of Cviček are presented. The best wines are rewarded. Visitors can taste the wine and local dishes.  | June (yearly)                | Čatež      | <a href="http://cvicek.org/aktualno/dogodki/ca-teska-cvickarija">http://cvicek.org/aktualno/dogodki/ca-teska-cvickarija</a>                                       |
| Cviček in Šentrupert                | Association of winegrowers Šentrupert  | This is the even to celebrate Cviček, typical wine from Dolenjska region. Exhibition and presentation of wine Cviček is taking place where over 100 samples of Cviček are presented. The best wines are rewarded. Visitors can taste the wine and local dishes.  | June (yearly, over 20 years) | Šentrupert | <a href="http://vinogradniki.sentrupert.net/si/">http://vinogradniki.sentrupert.net/si/</a>   |
| Ljubljana Wine Route                | No data                                | The Ljubljana Wine Route has reaped many praises. It attracted many Slovene winemakers, producers of various delicacies and cultures from all over Slovenia. Last year some caterers outside the city center of Ljubljana joined the event, several tourist information centers, tourist service providers connected with wine and culinary arts,  | June/November (yearly)       | Ljubljana  | <a href="https://www.ljubljanskavinskapot.si/">https://www.ljubljanskavinskapot.si/</a>   |

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|                             |                              | and the interest in performing at the event is also coming from the performers of the cultural and artistic program. The Ljubljana Wine Route has thus become an event that includes a comprehensive offer of Slovene wines and culinary arts and a cultural pulse organized around the concept of wine-growing regions as well as additional tourist offer that attracts visitors.   |                           |                        |   |
| Sterawberry Sundays         | Tourist Association Janče    | To date, in the field of agricultural production, 500 ha of pastures have been planted in the field of agricultural production, 30 ha of modern crops with integrated fruit production (strawberries, apple trees, pears, cherries, plums, peaches, walnuts, chestnuts ...) have been completed, revitalization of meadow plantations and gardens, 11 water catchments are produced for the needs of irrigation of fruit plants.<br><br>On two strawberries Sundays, full of strawberries and other homemade delicacies, which visitors can taste on richly stocked stalls. | June (yearly, since 1994) | Janče by Ljubljana     | <a href="http://sadbacesta.si/tag/jagodne-nedelje/">http://sadbacesta.si/tag/jagodne-nedelje/</a>   |
| Festival of garlic and wine | Tourist Association Portorož | The festival offers an abundance of excellent wine, Istrian red garlic and other culinary delights. The villagers open their picturesque yards and show old customs.  | June (yearly, since 2013) | Nova vas over Dragonja | <a href="https://www.portoroz.si/si/dozivi/dogodki/2457-praznik-vina-in-cesna">https://www.portoroz.si/si/dozivi/dogodki/2457-praznik-vina-in-cesna</a> |
| Beer and flowers            | Brewery Laško                | The Beer and Flower Festival Laško celebrates the 54th repetition in 2018, its first performance extending 55 years ago.<br>In these years the festival: hosted millions of visitors, presented nearly 1,000 music groups and independent musicians, have set up to see several ethnographic groups like all other domestic ethnographic festivals together, invited numerous domestic musicians to wind instruments, gardeners, masters and flower lovers, and a   | July (yearly, since 1965) | Laško                  | <a href="http://www.pivo-cvetje.si/">http://www.pivo-cvetje.si/</a>   |

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|                                       |                                  | host of other outstanding artists and close to 10 million liters of lager beer were drank.   |  |                             |   |
| Harvest Festival                      | Tourist Association Polenšak     | Harvest Festival with the exhibition of bread and cakes. At the festival is also a presentation of harvest and threshing the cereals and grain grinding is being demonstrated.   | July (yearly, since 1964)  | Polenšak                    | <a href="https://td.polensak.com/">https://td.polensak.com/</a>                         |
| The polenta festival                  | Tourist Association Nova Gorica  | Favorable climatic conditions and a fertile land have enabled the strong development of agriculture in the region of Severna Primorska. In the past, people cultivated different cultures, among which maize and wheat stood out. This has enabled the very strong development of milling and consequently one of the main dishes through history has become a polenta from corn meal. At one time, the polenta was, with potatoes, the basic source of survival. Traditional event The polenta festival takes place every year at the beginning of July, in a well-kept castle park. By offering homemade delicacies and rich entertainment and cultural programs, it attracts many visitors. | July (yearly, since 2004)  | Ozeljan                     | <a href="http://www.praznik-polente.si/">http://www.praznik-polente.si/</a>             |
| Holidays and exhibitions of mushrooms | Different mushrooms Associations | In Slovenia, there are both alpine, Mediterranean and continental Pannonian climate, which is why there are many types of different mushrooms known in it. Gathering of mushrooms has become very popular in Slovenia several decades ago.<br><br>This holiday is taking place in several towns in Slovenia where exhibitions of mushrooms as well as dishes from mushrooms are presented at such holidays.  | July – October (yearly, some events are organized even 46 years) | Different towns in Slovenia | <a href="http://svetgob.azams.si/zveza/zg.htm">http://svetgob.azams.si/zveza/zg.htm</a> |
| Days of honey                         | Hiša Medu Božnar                 | Only 15 km from Ljubljana, in the heart of the Polhov Gradec Dolomiti National Park, is a small pearl - Polhov Gradec. The village is famous for its rich cultural and natural heritage and a beautifully preserved natural environment. It's no wonder that there is a great honey  | August (yearly, since 1993)                                      | Polhov Gradec               | <a href="http://www.boznar.si/blog/dnevimedu/">http://www.boznar.si/blog/dnevimedu/</a> |

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|                         |                                   | and a sophisticated offer of honey events at home!   |                                    |          |   |
| Days of poetry and wine | Aleš Šteger, head of the Festival | Days of poetry and wine, is one of the most prominent Central European poetry festivals. The poetry festival combines also wines of Slovenia. There is also a workshop on wine organized and wine tastings are taking place.   | August (yearly, since 1997)        | Ptuj     | <a href="http://www.stihoteka.com/sl/2018/">http://www.stihoteka.com/sl/2018/</a>   |
| Holidays of peaches     | Tourist Association Prvačina      | <p>The organizer, Tourist Association Prvačina, decided for the event primarily to inform the Slovenian public about the prevalence of peach cultivation in the Vipava valley. Peach plantations are widespread mainly in the lower Vipava valley.</p> <p>At the time of the event there will be an exhibition of peaches in the hall, a purchase of peaches on the stand, a possibility to buy souvenirs, various hand and home products of artists from all over Slovenia, traditional dishes of surrounding places and home-made dishes prepared by farm women will be presented at the stands.</p> | August (yearly, since 2000)        | Prvačina | <a href="https://www.facebook.com/PraznikBr eskev/">https://www.facebook.com/PraznikBr eskev/</a>   |
| Fishing holiday         | Community Izola                   | A festive holiday is a traditional event where good seafood is interwoven with a varied and entertaining program for all generations and tastes. Visitors come from all over the world and enjoy seafood dishes.   | August (yearly, for over 50 years) | Izola    | <a href="http://izola.si/medijsko-sredisce/dogodki-in-prireditve/ribiski-praznik-2018-mala-barka-2/">http://izola.si/medijsko-sredisce/dogodki-in-prireditve/ribiski-praznik-2018-mala-barka-2/</a> |
| Solinarski festival     | Avditorij Portorož                | <p>The holiday is dedicated to the journey to the past and everyday life of the time. Visitors are able to get to know the many attractions and secrets of the salt-making tradition, which is over 700 years old and have been a very important source of income for the city.</p> <p>On the Tartini Square, a market dedicated to salt and other gifts of nature is set up, gastronomic offer and a</p>  | August (yearly since 2003)         | Piran    | <a href="https://www.portoroz.si/si/dozivi/dogodki/841-16-solinarski-praznik">https://www.portoroz.si/si/dozivi/dogodki/841-16-solinarski-praznik</a>   |



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|                                       |   | diverse cultural and artistic program organized.<br><br>Various presentations, tastings, workshops, presentation of salt production, day of open doors, opening of the exhibition take place at the Sečovlje Salina Nature Park.  |                             |          |   |
| Holidays of wine Teran and prosciutto | Institute for Sport, Tourism and Leisure Sežana | Terra Carsus - the Karst cuisine.<br><br>At the initiative of the Karst wine-growers, it took place for the first time in 1970 in Dutovlje, the center of the Karst wine-growing region. By adding ethnological, gastronomic, sports and recreational, cultural and entertainment contents, the event became the biggest tourist holiday in the Karst and one of the largest and oldest of its kind in Slovenia.                    | August (yearly, since 1970) | Dutovlje | <a href="http://dutovlje.net/teranovapot/pot/praznik.html">http://dutovlje.net/teranovapot/pot/praznik.html</a>                                   |
| Sheep's ball                          | Tourist Association Jezersko and others         | Ovčarski bal is the oldest Slovenian ethnographic event.<br><br>The shepherds burn the sheep from the mountains, sharpen them in front of viewers and display works related to sheep wool processing from shearing, spinning, blubbering to knitting socks.<br><br>Homemade dishes prepared in a traditional way on an open fireplace are served  | August (yearly, since 1959) | Jezersko | <a href="http://www.jezersko.info/ovcarski-bal-.html">http://www.jezersko.info/ovcarski-bal-.html</a>   |
| Lükarski holiday                      | Tourist ethnographic Association Lükari         | The event is comprised of an ethnographic culinary exhibition, where the emphasis is on lük (special red onion) related to dishes and objects. In the event area, there is usually an ethnographic display of works related to the production and marketing of ports. A variety of culinary delicacies, led by Lükar jūžino (home-made bread, ham, meat from tünka and lük), gibanica, potica, lük with eggs or beans and many more | August (yearly, since 1994) | Dornava  | <a href="http://www.ted-lukari.si/sl/news/23/vabilo_na_25_lukarski_praznik">http://www.ted-lukari.si/sl/news/23/vabilo_na_25_lukarski_praznik</a> |
| Cow, cheese and wine holiday          | Tourist Association                             | At the event following takes place:<br>• tasting cheese, dairy products and wine  | August (yearly, since 2014) | Bohinj   | <a href="https://www.bohinj.si/prireditve/praz">https://www.bohinj.si/prireditve/praz</a>   |

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|   | Bohinj   | <ul style="list-style-type: none"> <li>• sale of cheese, dairy products and wine on stalls</li> <li>• specialties prepared with cheese</li> </ul> <p>It all started in 2014 with the desire to organize and promote cheese and dairy products, for which Bohinj has been known for many years.</p> <p>A special story is a catering part of the event, where the Bohinj best cooks shine. All dishes contain cheese or dairy products. Guests can taste many, including cottage cheese, slices, cheese cheese, ice cream with mohant, cheese lolly-pops or fried milk.</p>   |                                |            | nik-sira-in-vina/   |
| Sweet Istria                            | Municipality Koper and Tourist Association Koper | <p>The International Festival of Desserts and Sweets - Sweet Istria is the largest such event in Slovenia. It's a great opportunity to learn about Istrian cuisine and traditional Istrian desserts, such as hamsters, fritters and soups, which were created according to the recipes of our mothers and grandmothers, as well as the opportunity to taste traditional Slovenian desserts and other modern sweet masterpieces of top domestic and foreign confectioners.</p> <p>Also pastry workshops and cooking shows, guided tours and lectures are organized.</p> <p>At the festival three sweet competitions take place: The most original sweet of Istria, Muscat of Sweet Istria and the Best of Cake of Sweet Istria.</p> | September (yearly, since 2009) | Koper      | <a href="https://www.sladka-istra.si/sl/">https://www.sladka-istra.si/sl/</a>   |
| Festival of marmalade, Home of hayracks | Municipality of Šentrupert                       | <p>It's an international festival. After assessing more than 80 samples, the expert commission recognized seven "perfect marmalades". At the invitation to a free expert evaluation, which was carried out at the Biotechnical Faculty in Ljubljana, we received 87 samples of various marmalades. The expert commission led by prof. dr.</p>  | September (yearly, since 2015) | Šentrupert | <a href="http://www.dezela-kozolcev.si/si/aktualno/marmelada/">http://www.dezela-kozolcev.si/si/aktualno/marmelada/</a> |

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|                             |   | Tomaž Požrla, who was particularly attentive to the color, consistency, smell and taste, awarded the gold medal (19 or 20 points out of possible 20 points) to the 30th marmalade, and seven of them scored all possible points in the assessment the name 'perfect marmalade'.  |                                |                   |   |
| Bean's day                  | The village ethnological association Hrovača                            | A festival of beans. Bean's day is certainly best known for its varied menu of dishes, many of which are not found in ordinary menus. Every year, they prepare something new, so this year many bean specialties have been accompanied by beans jam and bean sprouts. One of the most popular was the bean cake this year, which traditionally follows the opening of the event.   | September (yearly, since 2003) | Hrovača           | <a href="https://www.napovednik.com/dogodek264539_fizolovdan_v_hrovaci">https://www.napovednik.com/dogodek264539_fizolovdan_v_hrovaci</a>           |
| Festival of "Tržiški bržol" | Tourist Association Tržič   | The tradition of the Šuštar trade fair also involves the cooking of "Tržaške bržole". The Festival of Market Horseshoe is being held under the auspices of the Šuštar trade, thus ensuring the promotion of this famous market food. Reported teams will move in a cooking competition for open flames.  | September (yearly since 2009)  | Tržič             | <a href="http://www.trzic.info/9-festival-trziskih-brzol/">http://www.trzic.info/9-festival-trziskih-brzol/</a>                                     |
| Days of honey in culinary   | Beekeeping Development Center Lesce and Gorenjska Beekeeper Association | Radol'ca is the land of beekeepers and the center of Slovenian beekeeping. Every year in September there is a beekeeping day in Lesce.<br>In front of Beekeeping Center Lesce and interesting events take place, while some restoration of the Radol'ce Taste in September offers special honey menus.<br>- a market with the supply of bee products and products<br>- tasting honey products<br>- tours of the apiary and beekeeping center<br>- workshops for children<br>- presentation of preparing meals with honey and tasting<br>- lectures on honey and bees<br>- honey menus in Tastes Radol'ce | September (yearly, since 2012) | Radovljica, Lesce | <a href="https://www.radolca.si/sl/koledar-prireditev/dan-medu-v-kulinariki">https://www.radolca.si/sl/koledar-prireditev/dan-medu-v-kulinariki</a> |

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| Days of plums        | Tourist Association Slivje   | The group of enthusiasts from Slivje founded the Dimnice Tourist Association in 1999. The idea was born to prepare a feast of clover gnocchi, which every housewife in Slivje and the surrounding villages can prepare. The idea was, the name was missing. It was originally the "Plum weekend", later it was named "The Days of plums". The event has grown from a small party to the largest social event in the municipality of Hrpelje-Kozina. After a good ten years, in Slivje, they ran out of power and energy to carry out such a big event. In 2016, they decided to celebrate the event under the name Days of plums. | September (yearly since 1999, with interruption from 2009 - 2016) | Slivje    | <a href="http://www.slivje.si/">http://www.slivje.si/</a>   |
| Zeljada              | Tourist Association Zajčja dobrava and Tourist Association of Ljubljana        | Zajčja dobrava is especially known for excellent vegetable growers and - cabbage. Vegetables and cabbage and the traditional way of its production, is also the foundation of the annual event Zeljada. The event is already established in the wider Ljubljana area, but is also interested in visiting it from other parts of Slovenia. The local cabbage growers are presented as well as dishes from cabbage and vegetables. The purpose of Zeljada is to rebuild old recipes for the preparation of sour cabbage dishes, together with the cabbage and cabbage prepared dishes.  | September (yearly, since 2001)                                    | Ljubljana | <a href="https://www.visitljubljana.com/sl/pisma-iz-ljubljane/september-2017/zmajcek-zeljada/">https://www.visitljubljana.com/sl/pisma-iz-ljubljane/september-2017/zmajcek-zeljada/</a> |
| Festival of Pumpkins | Association of peasant women "Klas" Bodonci and Goričko društvo za lepše vütro | The pumpkin is considered one of the oldest crops, and is found in almost every agricultural yard. Farmers use it for animal feed, and become versatile in culinary, as it is possible to prepare one hundred and one different dish from it. At the festival the competition for making the best pumpkin dish is taking place. In the framework of the Festival of Pumpkins, the organization of the Association for the promotion and protection of Prekmurje delicacies and the Klas domestic society also organized the evaluation of pumpkin oil.  | September (yearly, since 2003)                                    | Bodonci   | <a href="https://www.pomurec.com/vsebinska/48834/Praznik_buc_in_13_den_mestro_v_z_Gorickoga">https://www.pomurec.com/vsebinska/48834/Praznik_buc_in_13_den_mestro_v_z_Gorickoga</a>     |

|   |                                      |  |                                |         |   |
|---|--------------------------------------|--|--------------------------------|---------|---|
| Dödöljada                               | Cultural Tourism Association Puconci | A culinary competition in preparation of dödols and culinary exhibition of home-made dish. Dödoli are authentic Prekmurje dish from boiled potatoes and wheat flour with various souces. They are sometimes referred to as married mushrooms, white polenta or white potato mushrooms.   | September (yearly, since 2004) | Puconci | <a href="http://www.puconci.net/ktd-puconci/ktd-novice/260-doedolijada-2018.html">http://www.puconci.net/ktd-puconci/ktd-novice/260-doedolijada-2018.html</a> |
| Festival of "Idrijski žlikrofi"         | ZVEZA DRUŠTEV MC IDRIJA              | The Idrija žlikrof is the first Slovenian product registered by the European Union as a Traditional Specialty Guaranteed (TSG) (since January 2010), protecting its recipe and its traditional preparation as well as its name. This national pasta dish with a specific shape consists of dough filled with special potato-based filling. It's a main culinary specialty of the Idrija-Cerkno region requires nine carefully defined stages of preparation. At the traditional Festival of Idrija žlikrofov, where more than 10 certified producers of Idrija žlikrofs and catering establishments and more than 15 suppliers of local culinary products are presented. | September (yearly, since 2010) | Idrija  | <a href="https://www.idrijski-zlikrofi.si/">https://www.idrijski-zlikrofi.si/</a>   |
| Old Vine Festival – Festival Stare trte | Hiša Stare Trte                      | A top tourist culinary wine and cultural festival, which begins with the solemn vintage of the Old Vine and ends with Martinovanje in Maribor, the biggest one-day martinovanje in Slovenia. The Old Vine Festival is a perfect experience for lovers of authentic, traditional delicacies and for those real gourmets. Local chefs offer their own derivatives of the Old Vine tastings, and for the hustle and bustle of city streets and markets, the culinary market, cheese growers and beekeepers, cheese and ecological farms, cooking in cafes and other culinary offer of festival stands are taking care of.   | September (yearly, since 2001) | Maribor | <a href="http://www.maribor-pohorje.si/">http://www.maribor-pohorje.si/</a>   |
| A holiday of the Original Bled          | Sava Hoteli Bled                     | At the event in 2013 they marked:<br>- 60th anniversary of making Original Bled Cream Bread in the confectionery workshop of Hotel Park and  | October (yearly)               | Bled    | <a href="https://www.mojabcina.si/bled/novice/kremna-rezina-">https://www.mojabcina.si/bled/novice/kremna-rezina-</a>   |

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| Cream cake                  |   | <p>- 12 Million Original Bled Cream Slice.</p> <p>Sava Hoteli Bled invites catering and tourism schools to cooperate with their ideas to enrich the offer of cream. They create culinary delights with the taste of blejska kremšnite, and the best three proposals for the selection of the commission will be presented at the opening of the summer season, when they will select the winner, which will be included in the new collection of the Original Bled cream slice.</p>  |                               |                   | na-bledu.html   |
| Radol'ca Flavors            | Toursit and cultural Association Radovljica | <p>The culinary offer of Radovljica and its surroundings has always been considered to be of high quality and authenticity. In the green environment of the country, healthy products are created, which skillful chefs connect in exceptional dishes inspired by the local tradition. Radol'ca flavors offer locally grown raw materials in their cafes and create dishes typical of the Radovlje environment. Included inns are identified by the inscription at the entrances, while local dishes are marked with stylized radish bees in the menu. The inns all year round offer dishes from seasonal local ingredients in their menus. Every year in November they come together with special dishes and culinary events.</p> | October/November (since 2012) | Radovljica        | <a href="https://www.radolca.si/sl/okusi-radolce">https://www.radolca.si/sl/okusi-radolce</a>   |
| Chestnut Sunday             | Tourist Association Besnica Janče           | <p>Three Sundays in October are Chestnut Sundays where chestnuts are being celebrated, roasted and dishes made from chestnuts exhibited and presented.</p>   | October (yearly, since 1998)  | Janče at Ljubjana | <a href="http://sahnacesta.si/category/sadnacesta/tradicionalne-prireditve/">http://sahnacesta.si/category/sadnacesta/tradicionalne-prireditve/</a> |
| Festival of Kozjansko apple | Kozjanski park                              | <p>The Festival of Kozjansko apple is the central nature conservation event of the Kozjansko Park. More than 100 varieties of apple trees, which, in addition to 50 varieties of pears, grow in the Kozjak park's orchard in the immediate vicinity of Podsreda. The festival in 2018</p>  | October (yearly, since 2000)  | Podsreda          | <a href="https://kozjanski-park.si/?p=3702">https://kozjanski-park.si/?p=3702</a>   |

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|  |  | started off with opening an apple sparkling wine. At the festival were 145 stalls, where 170 bidders of apple and apple products were presented. As part of the event visitors could see an exhibition of old varieties of apples.  |                              |                   |   |
| Traditional Chestnut Festival          | Tourist Association Kolovrat Ligo          | A Festival of Chestnuts where chestnut is being roasted and prepared on several different ways. Also many dishes from chestnuts are exhibited and sold.   | October (yearly, since 1969) | Lig over Kanal    | <a href="https://www.tic-kanal.si/koledar/2018-10-14/2018040307435005/Praznik-kostanja-v-Ligu/">https://www.tic-kanal.si/koledar/2018-10-14/2018040307435005/Praznik-kostanja-v-Ligu/</a> |
| Traditional holiday of wine and olives | Cultural Association Istrski grmič Škofije | The winemakers, olive growers and honey producer were presented: Milan Markočič, Dario Flego, Agapito Farm, Valce Farm and Hrvatin Vineyard.  | October (yearly, since 2005) | Škofije           | <a href="http://www.ks-skofije.si/novice/339/tradicionalni-praznik-vina-in-oljk-na-skofijah/">http://www.ks-skofije.si/novice/339/tradicionalni-praznik-vina-in-oljk-na-skofijah/</a>     |
| Dnevi kmetijstva slovenske Istre       | Municipality of Koper                      | The fair is placed next to the largest agricultural fair in Slovenia. It has many exhibition areas, in 2018 the organizers of the fair will invited in addition to cca. 200 Slovenian exhibitors from different parts of the world also exhibitors from Croatia and Italy, with the desire to enrich the program and meet all the expectations of both exhibitors and visitors. The focus of the group and individual trade fairs is composed of domestic products such as wine and food, agricultural products and equipment, food, animal and plant care products and various craft products. | October (yearly, since 2006) | Koper             | <a href="http://www.dnevi-kmetijstva.si/">http://www.dnevi-kmetijstva.si/</a>   |
| Martinovanje – festival of wine        |  | The Festival of celebrating new wine.<br><br>The most widespread celebration in Slovenia, connected with wine and wine culture, is “martinovanje”. We celebrate it on November 11th and the whole week or even two more. The joy when a real wine comes from the  | November (yearly)            | All over Slovenia | <a href="https://www.slovenia.info/sl/zgodbe/martinovanje-veselje-ob-novi-letini-vina">https://www.slovenia.info/sl/zgodbe/martinovanje-veselje-ob-novi-letini-vina</a>                   |

|                               |                                      |   |   |               |   |
|-------------------------------|--------------------------------------|---|---|---------------|---|
|                               |                                      | <p>must, is unrivaled in Slovenia in any other holiday. Almost every seventh Slovenian is a wine-grower.</p> <p>Apart from the celebration of the new wine harvest, martinovo also has its typical dishes, among which besides poultry are the most typical baked goose or duck with mlinci and dried red cabbage.</p>  |   |               |   |
| Gourmet Ljubljana             | Tourism Ljubljana                    | Ljubljana as a gastronomic capital in November offers a varied culinary program. In a company of great cooking names and renowned winemakers, interesting culinary events are held all month. There are many culinary workshops, tours and degustation organized. Several restaurants are included in the Festival. Young people as well as top chefs will present their views of popular local dishes in new interpretations. The final of the November Gourmet Ljubljana festival in the last weekend of November will offer you a new experience of flavors of Ljubljana and spectacular show cuisine on a unique venue. | January/November (twice a year, since 2017) | Ljubljana     | <a href="https://gourmet-lj.si/si/november-gourmet">https://gourmet-lj.si/si/november-gourmet</a> |
| Wine-cellars of Vipava valley | ROD Development Agency, Ajdovščina   | A set of events traditionally held between martin and Christmas in the Vipava valley. With them, on the weekends, settlements with their cultural, artistic and, above all, wine offerings are presented. For more than 20 years there is a Wine Route in Vipava valley. There are 27 towns and a whole lot of wine producers connected in an exceptional offer. The traveler on the Vipava Wine Road can experience these places in their perfect image of the landscape, in the tastes of wines and home-made food.   | November (yearly, since 1999)               | Vipava valley | <a href="http://www.vinski-hrami.si/">http://www.vinski-hrami.si/</a>                             |
| Festival of Diospyros kaki    | Tourist Association Solinar Strunjan | The Festival is one of the most important events in Strunjan. A traditional event in Strunjan, where you can taste delicious fresh or culinary delicacies of prepared Strunjan fruits and typical seafood dishes. During the event, there will be guided tours of beautiful Strunjan  | November (yearly, since 2002)               | Strunjan      | <a href="https://td-solinarstrunjan.net/">https://td-solinarstrunjan.net /</a>                    |



|  |                                    |   |                               |          |   |
|--|------------------------------------|---|-------------------------------|----------|---|
|  |                                    | salt pans, a professional workshop on the cultivation and use of kaki and a competition for the largest kaki fruit.   |                               |          |   |
| Svečina wine-cellars invite                      | Tourist Association Svečina        | Presentation of wine – cellars and wine producers in the area of Svečina. Visitors can tour through different wine-cellars and do the wine tastings.  | November/March (yearly)       | Svečina  | <a href="http://www.svecina.com/aktualno.aspx">http://www.svecina.com/aktualno.aspx</a>   |
| On the paths of the neighborhood of the vineyard | Tourist information center Metlika | A wine route to visit several wine-cellars and farms in the area of Drašiči. Winemakers from Bela krajina produce wines that satisfy even the most demanding tastes, while delicious traditional home-made food and hospitality persuade travelers to return to the route again and again.  | November (yearly, since 2000) | Drašiči  | <a href="http://www.soseskadrasici.net/">http://www.soseskadrasici.net/</a>   |
| Moštna gavda                                     | Fruit Society of the Mežica Valley | It is an event where they celebrate must (future wine) and choose Miss must. The task of the Miss must is the concern and mission, as an ambassador of our noble drink - must, takes care of the promotion of the Mežica valley and Carinthia throughout Slovenia.  | November (yearly, since 1999) | Prevalje | <a href="https://www.koroskenovice.si/novice/mostne-dcve-pred-in-o-20-jubilejni-mostni-gavdi-sadjarskega-drustva-meziske-doline/">https://www.koroskenovice.si/novice/mostne-dcve-pred-in-o-20-jubilejni-mostni-gavdi-sadjarskega-drustva-meziske-doline/</a> |
| The day of Slovene potic                         | Tourism Bled                       | POTICA - Slovenian holiday cake, without which there is no holiday in our homeland - no Christmas or big night, as well as no other family celebration.<br><br>In Potičnica on the Blejski otok, a pot of pots is shown, where visitors can also get some clue how to snore a good pot. In Potičnica they prepare a traditional Slovenian potion of various flavors. The most widespread and popular is the walnut pot, baked in a baker's oven in a pottery, usually a hand-made model in the shape of the Christ's crown. | December (yearly, since 2012) | Bled     | <a href="http://www.blejskiotok.si/poticnica">http://www.blejskiotok.si/poticnica</a>   |
| Festival of Tolmin "frika"                       | Tourist Association                | In the Posočje region, they know the traditional dish of fried cheese, eggs and potatoes called "frika". "Frika" was  | December (yearly, since       | Tolmin   | <a href="https://www.facebook.com/events/50">https://www.facebook.com/events/50</a>   |

|  |        |  |        |  |                |
|--|--------|--|--------|--|----------------|
|  | Tolmin | <p>a dish of shepherds and foresters, who used the pieces of an old hard cheese.</p> <p>The idea for the festival originates in a proverb: "Each village has its own unique voice." And also Frika can be prepared in many different ways and has many different tastes (foresters' frika, shepherds' frika, wealthy people's frika, etc.), though the main ingredients are the same (locally produces fat, potato and cheese). Also a competition of best frika is organized at the festival.</p> | 2008)) |  | 6892759461027/ |
|--|--------|--|--------|--|----------------|

## Section 6: Innovative agro-food companies

### 13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision)  | Issuing authority  | Description (50-100 words)   | File <sup>15</sup> or link (URL)  |
|--|--|--|---|
| law, rulebook, regulation, decision, order, public authorization, statutes | Ministry of Agriculture, Forestry and Food of Republic of Slovenia | <p>Laws, rulebooks, regulations, decisions, orders, public authorization, and statutes on themes grouped as:</p> <ul style="list-style-type: none"> <li>• General legislation</li> <li>• Food and feed</li> <li>• Medicines</li> <li>• Animal health</li> <li>• Animal welfare</li> <li>• TSE (Transmissible spongiform encephalopathies)</li> </ul> | <a href="http://www.uvhvvr.gov.si/si/zakonodaja_in_dokumenti/">http://www.uvhvvr.gov.si/si/zakonodaja_in_dokumenti/</a> |

<sup>15</sup> Attach file or give the appropriate link

|  |  |   |  |
|--|--|---|--|
|  |  | <ul style="list-style-type: none"> <li>• Animal by-products</li> <li>• Identification and registration of animals</li> <li>• Plant health</li> <li>• Vegetable seeds</li> <li>• Plant protection products</li> <li>• Pesticide residues</li> <li>• International affairs</li> <li>• Supervision</li> <li>• Internal assessment</li> <li>• Veterinary Chamber, network, staff</li> </ul> <p>Is attached in the Attachment 1: List of Slovenian national laws and regulations</p> |  |
|--|--|---|--|

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**  
 (If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|----------------------------|----------------------------------|
| No specific regulatory framework  |                   |                            |                                  |

<sup>16</sup> Attach file or give the appropriate link

### **ATTACHMENT 1: List of Slovenian national laws and regulations**

There are only some acts, laws and regulations translated in English. 22 Acts and rules are officialy translated.

#### **General**

- Zakon o gospodarskih družbah - Companies Act
- Zakon o kmetijstvu
- Zakon o vinu
- Zakon o živinoreji
- Zakon o varstvu novih sort rastlin
- Zakon o inšpekcijskem nadzoru
- Zakon o splošnem upravnem postopku
- Zakon o prekrških
- Kazenski zakonik
- Pravilnik o ekološki pridelavi in predelavi kmetijskih pridelkov oziroma živil (Uradni list RS, št. 8/2014)

#### **Food and feed**

- Zakon o veterinarskih merilih skladnosti (Uradni list RS, št. 93/05, 90/12 – ZdZPVHVVR) – Veterinary Compliance Criteria Act
- Zakon o krmi (Uradni list RS, št. 127/06, 90/12 – ZdZPVHVVR) – Animal Feed Act
- Zakon o varstvu pred ionizirajočim sevanjem in jedrski varnosti–UPB2 (Uradni list RS, št. 102/04)
- Zakon o spremembah in dopolnitvah določenih zakonov na področju varne hrane, veterinarstva in varstva rastlin (ZdZPVHVVR) (Uradni list RS, št. 90/12)
- Consumers shall be informed of the recall of foods in the manner defined in the Annex I Uredbe o izvajanju delov določenih uredb Skupnosti glede živil, higiene živil in uradnega nadzora nad živili (Ur. l. RS, št. 72/2010).
- Pravilnik o registraciji in odobritvi obratov na področju živil (Ur. list RS, št. 96/2014).
- Pravilnik o določitvi majhnih količin živil, pogojih za njihovo pridelavo ter o določitvi nekaterih odstopanj za obrate na področju živil živalskega izvora (Ur. list RS, št. 96/2014).
- Pravilnik o pogojih in načinu zmanjšanja števila vzorčnih enot in pogostosti vzorčenja klavnih trupov, mletega mesa in mesnih pripravkov (Uradni list RS, št.49/2016)
- Pravilnik o uradnih vzorcih in vzorcih za dopolnilno izvedensko mnenje na področju veterinarstva (Uradni list RS, št.107/2007)
- Pravilnik o monitoringu zoonoz in povzročiteljih zoonoz (Uradni list RS, št.114/13)

- Pravilnik o krmnih dodatkih – Rules on feed additives
  - Pravilnik o pogojih za zagotavljanje krme – Rules on feed safety criteria
  - Pravilnik o registraciji in odobritvi obratov nosilcev dejavnosti na področju krme – Rules on the registration and approval of animal feed operators' establishments.
  - Uredba o izvajanju uredb Sveta in Komisije (ES) o onesnaževalih v živilih (Ur. l. RS št. 27/07, 38/10 in 57/11)
  - Uredba o izvajanju uredb (EU) o uvozu nekaterih živil neživalskega izvora iz tretjih držav (Ur. l. RS št. 4/2016)
  - Prilogo k Uredbi o izvajanju Uredbe o izvajanju Uredbe Evropskega parlamenta in Sveta (ES) o mejnih vrednostih ostankov pesticidov v ali na hrani in krmi rastlinskega in živalskega izvora (Uradni list RS, št. 16/2009, 40/2010)
  - Uredba o izvajanju uredbe (ES) o aditivih za živila (Uradni list RS, št. 12/2011)
  - Uredba o spremembah Uredbe o izvajanju uredbe (ES) o aditivih za živila (Uradni list RS, št. 87/2012)
  - Uredba o izvajanju uredbe (ES) o aromah za živila (Uradni list RS, 12/2011)
  - Uredba o spremembah Uredbe o izvajanju uredbe (ES) o aromah (Uradni list RS, št. 103/2013)
  - Uredba o izvajanju uredbe (ES) o encimih za živila (Uradni list RS, 12/2011)
  - Pravilnik o ekstrakcijskih topilih (Uradni list RS, št. 23/11)
  - Uredba o spremembah in dopolnitvi Uredbe o izvajanju uredb Sveta (ES) in uredb Komisije (ES) o radioaktivnem onesnaženju živil in krme, (Uradni list RS, št. 38/10)
  - Zakon o varstvu pred ionizirajočimi sevanji in jedrski varnosti, (Uradni list RS, št. 67/02, 24/03, 50/03-uradno prečiščeno besedilo, 46/04, 102/04-uradno prečiščeno besedilo)
  - Uredba o mejnih dozah, radioaktivni kontaminaciji in intervencijskih nivojih (Uradni list RS, št. 49/04)
  - Pravilnik o monitoringu radioaktivnosti (Uradni list RS, št. 20/07, 97/09)
  - Odredba o določitvi organizacij združenega dela, ki preizkušajo živila, (Ur. l. SRS, št. 25/1988, 39/1988, 25/1989, RS, št. 46/1990)
- Pravilnik o živilih, obsevanih z ionizirajočim sevanjem, (Uradni list RS, št. 71/02, 86/03 in 51/04)
- Uredba o izvajanju delov določenih uredb Skupnosti glede uradnega nadzora in obveznosti nosilcev dejavnosti v primarni proizvodnji živil in krme (Uradni list RS, št. 120/05)
  - Uredba o izvajanju Uredb Evropske skupnosti glede krme in uradnega nadzora nad krmo (Uradni list RS, št. 120/05)
- Uredba o izvajanju Uredbe Evropskega parlamenta in Sveta (ES) o novih živilih, (Uradni list RS, št. 71/06, 38/10)
- Zakon o ravnanju z gensko spremenjenimi organizmi (ZRGSO) (Uradni list RS, št. 23/05 UPB, 21/10) ter podzakonski predpisi

- Zakon o soobstoju gensko spremenjenih rastlin z ostalimi kmetijskimi rastlinami (ZSGSROKR) (Uradni list RS, št. 41/09)
- Zakon o zdravstveni ustreznosti živil in izdelkov ter snovi, ki prihajajo v stik z žvili (ZZUZIS) (Uradni list RS, št. (52/00, 42/02, 47/04)
- Zakon o semenskem materialu kmetijskih rastlin (ZSMKR) (Uradni list RS, št. 25/05-UPB, 41/09) – Agricultural Seeds and Propagating Material Act
- Uredba o izvajanju Uredbe o izvajanju Uredbe (ES) o gensko spremenjenih žvilih in krmi in Uredbe (ES) o sledljivosti in označevanju gensko spremenjenih organizmov ter sledljivost živil in krme, izdelanih iz gensko spremenjenih organizmov (Uradni list RS, št. 84/05, 38/2010)
- Uredba o izvajanju Uredbe (ES) o čezmejnem gibanju gensko spremenjenih organizmov, (Uradni list RS, št. 72/05, 38/10)
- Uredba o podrobnih ukrepih za pridelavo gensko spremenjene koruze (Uradni list RS, št. 12/10)
- Uredba o določitvi prispevka za pridelavo gensko spremenjenih rastlin in odškodnin za nenamerno prisotnost gensko spremenjenih organizmov v gensko nespremenjenih rastlinah in pridelkih (Uradni list RS, št. 12/10)
- Pravilnik o registru pridelovalcev gensko spremenjenih rastlin (Uradni list RS, št. 9/10)
- Pravilnik o strokovnem usposabljanju in preverjanju znanja s področja pridelave in ravnanja z gensko spremenjenimi rastlinami (Uradni list RS, št. 6/2011)
- Zakon o ratifikaciji Kartagenskega protokola o biološki varnosti h Konvenciji o biološki raznovrstnosti (MKPBV) (Uradni list RS, št. 23/02, 14/08, 15/08)
- Zakon o soobstoju gensko spremenjenih rastlin z ostalimi kmetijskimi rastlinami - ZSGSROKR (Uradni list RS, št. 41/2009)

Uredba o izvajanju Uredbe (ES) Evropskega parlamenta in Sveta o dodajanju vitaminov, mineralov in nekaterih drugih snovi žvilo (Uradni list RS, št. 80/07, 38/10)

- Uredba o izvajanju uredbe (EU) o zagotavljanju informacij o žvilih potrošnikom (Uradni list RS, št. 6/2014)
- Pravilnik o posebnih zahtevah glede označevanja in predstavljanja predpakiranih živil (Uradni list RS, št. 83/2014)
- Pravilnik o spremembah in dopolnitvi Pravilnika o posebnih zahtevah glede označevanja in predstavljanja predpakiranih živil (Uradni list RS, št. 74/2016)
- Pravilnik o splošnem označevanju živil, ki niso predpakirana (Uradni list RS, št. 66/2016)
- Pravilnik o spremembah pravilnika o splošnem označevanju živil, ki niso predpakirana (Uradni list RS, št. 8/2017)

Pravilnik o naravni mineralni vodi, izvirski vodi in namizni vodi (Uradni list RS, št. 50/04, 75/05)

- Uredba o izvajanju Uredbe (ES) Evropskega parlamenta in Sveta o prehranskih in zdravstvenih trditvah na žvilih (Uradni list RS, št. 80/07, 38/10)

### **Medicines**

- Zakon o zdravilih
- Zakon o lekarniški dejavnosti
- Uredba o razvrstitvi prepovedanih drog
- Uredba o izvajanju Programa ukrepov na področju čebelarstva v Republiki Sloveniji v letih 2014-16
- Uredba o ravnanju z odpadnimi zdravili
- Uredba o ravnanju z odpadki, ki nastajajo pri opravljanju zdravstvene in veterinarske dejavnosti ter z njima povezanih raziskavah
- Pravilnik o sledljivosti prometa in uporabe ter shranjevanju veterinarskih zdravil
- Pravilnik o načinu in postopku analiznega, farmakološko-toksikološkega in kliničnega preskušanja zdravil za uporabo v veterinarski medicini
- Pravilnik o natančnejših pogojih za opravljanje dejavnosti prometa z zdravili na debelo in ugotavljanju izpolnjevanja teh pogojev ter o postopku priglasitve dejavnosti ali pridobitve dovoljenja za promet z zdravili na debelo
- Pravilnik o analiznem preskušanju zdravil z namenom kontrole kakovosti zdravil
- Pravilnik o označevanju in navodilu za uporabo zdravila za uporabo v veterinarski medicini
- Pravilnik o razvrščanju, predpisovanju in izdajanju zdravil za uporabo v veterinarski medicini
- Pravilnik o pogojih, ki jih morajo izpolnjevati preskuševalci za analizo preskušanje zdravil in postopek preverjanja pogojev
- Pravilnik o metodologiji za oblikovanje cen preskušanja zdravil pri izvajanju kontrole kakovosti zdravil

- Seznam zdravil, ki so v EU odobrena po centraliziranem postopku
- Pravilnik o natančnejših pogojih, ki jih morajo izpolnjevati specializirane prodajalne za promet z zdravili na drobno, in o postopku ugotavljanja teh pogojev
- Pravilnik o natančnejših pogojih za opravljanje dejavnosti izdelave zdravil in ugotavljanju izpolnjevanja teh pogojev ter o postopku izdajanja ali odvzema potrdila o izvajanju dobre proizvodne prakse
- Pravilnik o pogojih, načinu in postopku vnosa in uvoza posameznih skupin zdravil za uporabo v veterinarski medicini
- Pravilnik o farmakovigilanci zdravil za uporabo v veterinarski medicini
- Pravilnik o izjemni uporabi zdravil za zdravljenje živali in evidencah o zdravljenju živali
- Pravilnik o dovoljenju za promet z zdravilom za uporabo v veterinarski medicini
- Pravilnik o prepovedi uporabe določenih snovi s hormonskim ali tireostatskim delovanjem in beta-agonistov v živinoreji
- Odredba o razveljavitvi Odredbe o določitvi seznama nujno potrebnih zdravil za uporabo v veterinarski medicini
- Pravilnik o odpoklicu zdravil
- Pravilnik o oglaševanju zdravil
- Pravilnik o razveljavitvi Pravilnika o komisiji za zdravila za uporabo v veterinarski medicini
- Pravilnik o razveljavitvi Pravilnika o pogojih, ki jih morajo izpolnjevati strokovnjaki, ki dajejo izvedenska mnenja o zdravilu za uporabo v veterinarski medicini
- Seznam nujno potrebnih zdravil
- Sklep o prepovedi trgovanja in uporabe govejega somatotropina (BST)



- Sklep o prepovedi prometa in uporabe zdravil in drugih snovi, ki vsebujejo kloramfenikol
- Sklep o prepovedi predpisovanja in izdajanja na veterinarski recept kloramfenikola in zdravil, ki vsebujejo kloramfenikol

### **Animal health**

- Pravilnik o boleznih živali
- Pravilnik o informacijskem sistemu za spremljanje, nadzor in poročanje o določenih boleznih živali
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje slinavke in parkljevke
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje določenih boleznih živali
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje aviarnе influence
- Pravilnik o prenehanju veljavnosti Pravilnika o uvedbi ukrepov v zvezi z aviarno influenco
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje atipične kokoške kuge
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje afriške prašičje kuge
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje klasične prašičje kuge
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje bolezni modrikastega jezika
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje bolezni Aujeszkega
- Pravilnik o ukrepih za ugotavljanje, preprečevanje širjenja in zatiranje stekline
- Pravilnik o ukrepih za ugotavljanje, preprečevanje širjenja in zatiranje kužne malokrvnosti konj (IAK)

- Pravilnik o splošnih in posebnih ukrepih pri kužnem arteritisu kopitarjev (KAK)
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje infekciозnega metritisa kopitarjev (CEM)
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje virusnega rinopneumonitisa kopitarjev
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje tuberkuloze pri govedu
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje bruceloze pri govedu
- Pravilnik o pogojih za priznanje, pridobitev in vzdrževanje statusa črede, proste goveje virusne diareje
- Pravilnik o ukrepih za ugotavljanje, preprečevanje in zatiranje enzootske goveje levkoze
- Pravilnik o zahtevah za zdravstveno varstvo živali in proizvodov iz akvakulture ter o ukrepih za ugotavljanje, preprečevanje in obvladovanje določenih bolezni vodnih živali
- Pravilnik o ukrepih za ugotavljanje, zatiranje, obveščanje in preprečevanje hude gnilobe čebelje zalege
- Navodilo o ukrepih za ugotavljanje, preprečevanje in zatiranje salmoneloze (velja za teleta in prašiče)
- Pravilnik o ukrepih za ugotavljanje, preprečevanje širjenja in zatiranje vraničnega prisada
- Navodilo o ukrepih za ugotavljanje, preprečevanje in zatiranje smrkavosti
- Navodilo o ukrepih za ugotavljanje, preprečevanje in zatiranje spolne kuge konj
- Navodilo o ukrepih za ugotavljanje, preprečevanje in zatiranje trihineloze
- Navodilo o ukrepih za ugotavljanje, preprečevanje in zatiranje kokošjega tifusa
- Pravilnik o določitvi pogojev zdravstvenega varstva živali, ki vplivajo na proizvodnjo, predelavo in distribucijo živil živalskega izvora

- Pravilnik o pogojih za priznanje, pridobitev in vzdrževanje statusa črede, proste virusnega artritisa/encefalitisa
- Pravilnik o pogojih za priznanje, pridobitev in vzdrževanje statusa črede, proste infekcijskega bovinega rinotraheitisa/infekcijskega pustularnega vulvovaginitisa

### **Reproduction**

- Pravilnik o veterinarskih pogojih, ki jih morajo izpolnjevati pripustne postaje, in postopku njihove registracije
- Pravilnik o pogojih za odobritev in nadzor osemenjevalnih središč za pridobivanje, skladiščenje in promet z živalskim semenom
- Pravilnik o pogojih za odobritev organizacije za zbiranje, pridobivanje, pripravo, shranjevanje in presajanje živalskih zarodkov
- Pravilnik o pogojih za zbiranje, pridobivanje, pripravo, shranjevanje, presajanje in promet z živalskimi zarodki (se ne uporablja za goveje zarodke)
- Pravilnik o veterinarskih pogojih za promet in trgovanje na teritoriju EU in uvoz iz tretjih držav živali, živalskega semena, jajčnih celic in zarodkov, za katere pogoji niso določeni v drugih veterinarskih predpisih, ter za promet in trgovanje z živalmi domačih vrst, ki se gojijo v živalskih vrtovih
- Pravilnik o veterinarskih pogojih za promet z živalskim semenom, jajčnimi celicami in zarodki
- Pravilnik o pogojih, pod katerimi se lahko daje živalsko seme v promet (velja samo 10. člen)
- Pravilnik o pogojih za določitev živali - darovalk jajčnih celic in zarodkov (se ne uporablja za goveje zarodke)
- Pravilnik o veterinarskih pogojih za trgovanje s semenom domačega goveda na teritoriju Evropske unije in uvoz iz tretjih držav
- Pravilnik o veterinarskih pogojih za trgovanje z govejimi zarodki na teritoriju Evropske unije ter uvoz iz tretjih držav
- Pravilnik o rutinskih diagnostičnih preiskavah in načinu zdravljenja merjascev v odobrenih osemenjevalnih središčih
- Pravilnik o rutinskih diagnostičnih preiskavah in načinu zdravljenja žrebcev v odobrenih osemenjevalnih središčih

- Pravilnik o rutinskih diagnostičnih preiskavah in načinu zdravljenja ovnov in kozlov v odobrenih osemenjevalnih središčih
- Pravilnik o pogojih za razmnoževanje domačih živali
- Pravilnik o usposabljanju in strokovnem izpopolnjevanju na področju živinoreje

### **Animal welfare**

- Zakon o zaščiti živali – Animal Protection Act
- Zakon o ratifikaciji Konvencije o mednarodni trgovini z ogroženimi prosto živečimi živalskimi in rastlinskimi vrstami, spremembe konvencije ter dodatkov I, II, III in IV h konvenciji
- Uredba o ravnanjih in načinih varstva pri trgovini z živalskimi in rastlinskimi vrstami
- Uredba o izvajanju Uredbe (ES) o prepovedi dajanja v promet ter uvoza v Skupnost ali izvoza iz Skupnosti krzna mačk in psov ter izdelkov, ki vsebujejo tako krzno
- Uredba o zatočišču za živali prosto živečih vrst
- Uredba o živalskem vrtu in živalskemu vrtu podobnem prostoru
- Uredba o zavarovanih prosto živečih živalskih vrstah
- Uredba o določitvi prekrškov za kršitve določb Uredbe Sveta (ES) o zaščiti živali med prevozom in postopki, povezanimi z njim
- Odredba o bivalnih razmerah in oskrbi živali prostoživečih vrst v ujetništvu
- Pravilnik o strokovnem svetu za zaščito živali
- Pravilnik o zaščiti živali med prevozom
- Pravilnik o pogojih za zavetišča za zapuščene živali

- Pravilnik o etični komisiji za poskuse na živalih
- Pravilnik o uporabi lovskih psov v loviščih
- Pravilnik o načinih usmrčitve živali iz veterinarskih razlogov, živali, ki se jih redi za proizvodnjo krzna, ter odvečnih enodnevnih piščancev in zarodkov v odpadkih iz valilnice
- Pravilnik o označevanju živali prosto živečih vrst v ujetništvu
- Pravilnik o pogojih, ki jih morata za pridobitev koncesije izpolnjevati živalski vrt in zavetišče za zapuščene živali
- Pravilnik o zaščiti živali pri zakolu
- Pravilnik o zaščiti hišnih živali
- Pravilnik o zaščiti rejnih živali
- Pravilnik o pogojih za izvajanje poskusov na živalih
- Pravilnik o načinu in postopku ustavljanja vozil, ki prevažajo živali v cestnem prometu

#### **TSE (Transmissible spongiform encephalopathies)**

- Pravilnik o nekaterih ukrepih za preprečevanje, nadzor in izkoreninjenje transmisivnih spongiformnih encefalopatij (Uradni list RS, št. 74/2013, 37/2014, 4/2016, 63/2016)
- Odredba o izvajanju sistematičnega spremljanja stanja bolezni in cepljenj živali v letu 2017 (Uradni list RS, št. 82/2016)
- Animal by-products:
- Uredba o izvajanju Uredbe (ES) o določitvi zdravstvenih pravil za živalske stranske proizvode in pridobljene proizvode, ki niso namenjeni prehrani ljudi (Ur. l. RS št. 58/2011) 58/2011

- Pravilnik o živalskih stranskih proizvodih, ki niso namenjeni prehrani ljudi (Ur. l. RS št. 35/2015 in 82/18) Neuradno prečiščeno besedilo
- Pravilnik o zbiranju, prevozu, skladiščenju, ravnanju, uporabi in odstranjevanju živalskih trupel kot vrste živalskih stranskih proizvodov, ki niso namenjeni prehrani ljudi (Ur. l. RS št. 122/07) 122/07
- Uredba o načinu, predmetu in pogojih izvajanja gospodarske javne službe ravnanja s stranskimi živalskimi proizvodi kategorije 1 in 2 (Ur. l. RS št. 134/06, 1/10 in 22/16) 134/06, 1/10 in 22/16
- Sklep o določitvi cene storitve javne službe ravnanja z živalskimi stranskimi proizvodi kategorije 1 in 2 ter cene storitev javne službe prevzema živalskih stranskih proizvodov kategorije 1 in 2, ki nastanejo zaradi proizvodnje živil za lastno uporabo (Uradni list RS, št. 15/17) 15/17
- Uredba o izvajanju Uredbe (ES) o prepovedi dajanja v promet ter uvoza v Skupnost ali izvoza iz Skupnosti krzna mačk in psov ter izdelkov, ki vsebujejo tako krzno (Ur. l. RS št. 62/2010) 62/2010

#### **Identification and registration of animals**

##### Cattle

- Pravilnik o identifikaciji in registraciji goveda (Ur. l. RS, št. 50/16)

##### Pigs

- Pravilnik o identifikaciji in registraciji prašičev (Ur. l. RS, št. 112/13)

##### Sheep

- Pravilnik o identifikaciji in registraciji drobnice (Ur. l. RS, št. 75/10)
- Pravilnik o spremembah Pravilnika o identifikaciji in registraciji drobnice (Ur. l. RS, št. 26/14)

##### Beehives

- Pravilnik o označevanju čebelnjakov in stojišč (Ur. l. RS, št. 117/08)
- Pravilnik o spremembah in dopolnitvah Pravilnika o označevanju čebelnjakov in stojišč (Ur. l. RS, št. 55/13)

- Pravilnik o spremembah Pravilnika o označevanju čebelnjakov in stojišč (Ur. l. RS, št. 92/15)

#### Equidae

- Pravilnik o identifikaciji in registraciji kopitarjev (Ur. l. RS, št. 12/15)
- Uredba o izvajanju izvedbene uredbe (EU) o določitvi pravil v zvezi z metodami za identifikacijo enoprstih kopitarjev (Ur. l. RS, št. 103/15)

#### EVIDENCE OF FARM ANIMALS

- Pravilnik o Evidenci imetnikov rejnih živali in Evidenci rejnih živali (Ur. l. RS, št. 87/14)
- Pravilnik o spremembah in dopolnitvah Pravilnika o Evidenci imetnikov rejnih živali in Evidenci rejnih živali (Ur. l. RS, št. 103/15)

#### Plant health

- Zakon o zdravstvenem varstvu rastlin – Plant Protection Act
- Zakon o ratifikaciji Konvencije o varstvu rastlin
- Pravilnik o integriranem varstvu rastlin pred škodljivimi organizmi – Rules on integrated pest management
- Pravilnik o uradnem nadzoru krme neživalskega izvora pri uvozu iz tretjih držav
- BORDER ENTRANCE SITES: Uredba o določitvi vstopnih mest in o minimalnih pogojih za izvajanje inšpekcijskih pregledov rastlin, rastlinskih proizvodov in nadzorovanih predmetov na vstopnih mestih
- FITO RULES: Pravilnik o ukrepih in postopkih za preprečevanje vnosa in širjenja škodljivih organizmov rastlin, rastlinskih proizvodov in nadzorovanih predmetov
- RULES ABOUT CHECKS INTERNALLY: Pravilnik o minimalnih pogojih, ki morajo biti izpolnjeni za opravljanje pregledov istovetnosti in zdravstvenih pregledov pošiljk rastlin, ki se vnašajo iz tretjih držav, izven vstopnih mest
- REGISTRATION OF SHIPMENT: Pravilnik o enotnem obrazcu prijave pošiljke rastlin, rastlinskih proizvodov in nadzorovanih predmetov, gozdnega reprodukcijskega materiala oziroma semenskega materiala kmetijskih rastlin za inšpekcijski pregled pri uvozu – Rules on the uniform application form for plant consignments, plant products and regulated articles, forst reproductive material or seeds and propagating material of agricultural plants for import inspection

- NOTIFICATION: Pravilnik o obveščanju glede zadržanja pošilk rastlin, rastlinskih proizvodov in nadzorovanih predmetov ali izoliranih škodljivih organizmov iz uvoza, ki predstavljajo nevarnost za vnos in širjenje škodljivih organizmov

- PROTECTED AREAS: Pravilnik o varovanih območjih in izvajanju uradnih sistematičnih raziskav na posebno nadzorovanih območjih

#### REGISTRATION AND PLANT PAPER SHEET - PASSPORT

- FITO-REGISTER: Pravilnik o pogojih za registracijo pridelovalcev, predelovalcev, uvoznikov in distributerjev rastlin, rastlinskih proizvodov in drugih nadzorovanih predmetov in izdajanje rastlinskih potnih listov

- POTATO STORAGE: Pravilnik o dodatnih zahtevah pri vnosu iz tretjih držav in premeščanju krompirja, da se prepreči nevarnost vnosa škodljivih organizmov

- WOOD PACKAGING MATERIAL (LPM): Pravilnik o fitosanitarnih zahtevah za lesen pakirni material v mednarodnem prometu

- TRAINING: Pravilnik o strokovnem usposabljanju in preverjanju znanja zdravstvenega varstva rastlin

#### FEES AND COMPENSTATION

- FEES: Pravilnik o pristojbinah na področju zdravstvenega varstva rastlin

- COMPENSATION: Pravilnik o odškodninah na področju zdravstvenega varstva rastlin

#### CONTROL OF PLANT HARMFUL ORGANISMS

- SCIENCE: Pravilnik o pogojih za uvoz ali premeščanje določenih škodljivih organizmov, rastlin, rastlinskih proizvodov in nadzorovanih predmetov za poskusne, raziskovalne ali razvojne namene in za delo pri žlahtnjenju rastlin

- BIOTIC PROTECTION: Pravilnik o biotičnem varstvu rastlin – Rules on biological plant protection

- Erwinia amylovora: Pravilnik o ukrepih za preprečevanje širjenja in zatiranje hruševega ožiga

- Potyvirus plum pox virus: Pravilnik o ukrepih za preprečevanje širjenja in zatiranje šarke, ki jo povzroča virus Plum pox virus

- Fitoplazma European Stonefruit Yellows - ESFY: Pravilnik o ukrepih za preprečevanje širjenja in zatiranje fitoplazme European Stonefruit Yellows

- Candidatus Phytoplasma vitis: Pravilnik o ukrepih za preprečevanje širjenja in zatiranje zlate trsne rumenice

- o Uredba o izvedbi ukrepov za preprečevanje širjenja zlate trsne rumenice in zatiranju ameriškega škržatka Scaphoideus titanus Ball.

- Phytophthora ramorum: Pravilnik o fitosanitarnih ukrepih za preprečevanje vnosa in širjenja glive Phytophthora ramorum



- *Dryocosmus kuriphilus*: Pravilnik o začasnih nujnih ukrepih za preprečevanje vnosa in širjenja kostanjeve šiškarice *Dryocosmus kuriphilus* Yasumatsu
- *Erticillium albo-atrum*, *Verticillium dahliae*: Pravilnik o ukrepih za preprečevanje širjenja in za zatiranje hmeljeve uvelosti, ki jo povzročata glivi *Verticillium albo-atrum* Reinke at Berthold in *Verticillium dahliae* Klebahn
- *Ralstonia solanacearum*: Pravilnik o ukrepih in postopkih za preprečevanje vnosa, širjenja in za zatiranje krompirjeve rjave gnilobe
- *Clavibacter michiganensis* ssp. *sepedonicus*: Pravilnik o ukrepih in postopkih za preprečevanje vnosa, širjenja in za zatiranje krompirjeve obročkaste gnilobe
- *Globodera rostochiensis*, *Globodera pallida*: Pravilnik o ukrepih za preprečevanje širjenja in zatiranje krompirjevih ogorčic
- *Globodera rostochiensis*: Odločba o določitvi mej posebno nadzorovanega območja rumenih krompirjevih ogorčic (*Globodera rostochiensis* Woll.)
- PEPINO MOSAIC VIRUS (PepMV): Pravilnik o začasnih ukrepih za preprečevanje vnosa in širjenja pepino mosaic virusa
- *Bursaphelenchus xylophilus*: Pravilnik o ukrepih za preprečevanje vnosa in širjenja borove ogorčice
- *Diabrotica virgifera virgifera* LeConte: Pravilnik o fitosanitarnih ukrepih za preprečevanje širjenja koruznega hrošča
- *Melolontha melolontha*: Uredba o izvedbi ukrepov za preprečevanje širjenja in zatiranje množičnega izbruha poljskega majskega hrošča
- *Ambrosia*: Odredba o ukrepih za zatiranje škodljivih rastlin iz rodu *Ambrosia*
- *Tuta absoluta* Povolny: Odločba o nujnih ukrepih za preprečevanje vnosa in širjenja paradižnikovega molja *Tuta absoluta* Povolny
- HOP - VIROID (HSVd): Odločbo o nujnih ukrepih za preprečevanje vnosa in širjenja viroidne zakrnelosti hmelja
- PLAN OF MEASURES FOR A QUARANTINE PLANT OR OTHER INSULATION SPACE - NAČRT UKREPOV ZA KARANTENSKI RASTLINJAK ALI DRUG IZOLACIJSKI PROSTOR

#### FUNCTIONING OF SLOVENIAN ORGANIZATION FOR PLANT PROTECTION

- EXPERT COUNCIL: Pravilnik o strokovnem svetu za zdravstveno varstvo rastlin
- PROFESSIONAL EXAM: Pravilnik o strokovnem izpitu s področja zdravstvenega varstva rastlin
- LABORATORIES: Pravilnik o pogojih glede strokovne, prostorske in tehnične usposobljenosti laboratorijev za izvajanje laboratorijskih preiskav zaradi diagnostike škodljivih organizmov
- PUBLIC AUTHORITY: Pravilnik o pogojih za opravljanje nalog zdravstvenega varstva po javnem pooblastilu

- PUBLIC SERVICE: Pravilnik o pogojih in načinu opravljanja javne službe zdravstvenega varstva rastlin
- PUBLIC SERVICE PRICE LIST: Pravilnik o ceniku storitev javne službe zdravstvenega varstva rastlin
- FITO REVIEW: Pravilnik o službeni izkaznici in znački za opravljanje fitosanitarnega pregleda
- PUBLISHING OF FINDINGS: Pravilnik o obveščanju in objavljanju podatkov o pojavu in razširjenosti rastlinskih škodljivih organizmov v Republiki Sloveniji

#### OTHER

- SAMONIKLE GLIVE: Uredba o zavarovanju samoniklih gliv
- GLIVA *Cylindrocladium buxicola*: PRENEHANJE VELJAVNOSTI odločbe o ukrepih v zvezi s preprečevanjem vnosa in širjenja glive *Cylindrocladium buxicola*

Vegetable seeds:

#### LAW ON SEED MATERIAL OF AGRICULTURAL PLANTS

- Zakon o semenskem materialu kmetijskih rastlin (Uradni list RS, št. 25/05-uradno prečiščeno besedilo, 41/09, 32/12, 90/12-ZdZPVHVVR in 22/18)

#### SUPPLIER REGISTER (SEAD-register)

- Pravilnik o vodenju registra dobaviteljev semenskega materiala kmetijskih rastlin (Uradni list RS, št. 60/16)

#### SORT LIST

- Uredba o višini letne pristojbine za sorte, vpisane v sortno listo kmetijskih rastlin, ter o pristojbinah in stroških za varstvo sort rastlin (Uradni list RS, št. 27/05 in 111/08)
- Pravilnik o postopku vpisa sorte v sortno listo in o vodenju sortne liste (Uradni list RS, št. 49/09, 96/09, 105/10, 88/11, 59/12, 16/13 in 63/16)
- Pravilnik o količinah semenskega materiala kmetijskih rastlin ter obrazcu zahteve za dovolitev trženja oziroma za izdajo posebnega uvoznega dovoljenja (Uradni list RS, št. 102/05) – Rules on the quantities of agricultural seeds and propagating materials and the application forms for permission for marketing and for special import permits

## PRODUCTION AND MARKETING OF AGRICULTURAL MATERIAL OF AGRICULTURAL PLANTS

- Pravilnik o trženju semena žit (Uradni list RS, št. 8/05, 100/05, 94/06, 12/09, 25/10, 24/12, 85/13, 43/16 in 71/18)
- Pravilnik o trženju semena krmnih rastlin in pese (Uradni list RS, št. 2/05, 27/05 – popr., 100/05, 4/09, 38/10, 85/13 in 15/17)
- Pravilnik o trženju semena oljnic in predivnic (Uradni list RS, št. 8/05, 100/05, 1/09, 38/10, 24/12 in 61/16)
- Pravilnik o trženju semenskega krompirja (Uradni list RS, št. 98/15)
- Pravilnik o trženju semena zelenjadnic (Uradni list RS, št. 8/05, 100/05, 66/07, 45/10 in 18/14)
- Pravilnik o pridelavi in trženju semena ohranjevalnih sort in sort, razvitih za pridelavo v posebnih pogojih (Uradni list RS, št. 107/10 in 18/14)
- Pravilnik o pridelavi in trženju ohranjevalnih semenskih mešanic (Uradni list RS, št. 50/12)
- Pravilnik o trženju razmnoževalnega in sadilnega materiala zelenjadnic, razen semena (Uradni list RS, št. 61/05, 66/07 in 18/14)
- Pravilnik o trženju razmnoževalnega materiala in sadik hmelja (Uradni list RS, št. 45/13 in 24/15)
- Pravilnik o trženju razmnoževalnega materiala in sadik sadnih rastlin, namenjenih za pridelavo sadja (Uradni list RS, št. 67/16)
- Pravilnik o trženju materiala za vegetativno razmnoževanje trte (Uradni list RS, št. 93/05)
- Pravilnik o trženju razmnoževalnega materiala okrasnih rastlin (Uradni list RS, št. 49/18)

## PUBLIC AUTHORIZATIONS AND APPOINTMENTS

- Pravilnik o tehničnih, prostorskih, strokovnih in organizacijskih pogojih, ki jih mora izpolnjevati organ za potrjevanje semenskega materiala kmetijskih rastlin (Uradni list RS, št. 117/03, 34/04 – popr., 135/04, 68/05 in 105/06)
- Javno pooblastilo Kmetijskemu inštitutu Slovenije, Hacquetova 17, 1000 Ljubljana, za izdajanje odločb in vodenje postopka uradne potrditve semenskega materiala kmetijskih rastlin, št. odločbe 3431-120/2006/3 z dne 3.4.2007, spremenjena in dopolnjena z odločbo št. U3431-15/2013/12 z dne 17.12.2014 in odločbo št. U3431-15/2013/14 z dne 28.9.2016.
- Javno pooblastilo Inštitutu za hmeljarstvo in pivovarstvo Slovenije, Cesta Žalskega tabora 2, 3310 Žalec, za izdajanje odločb in vodenje postopka uradne potrditve sadik hmelja, št. odločbe 3431-124/2006/2 z dne 16.3.2007, in za izdajanje odločb in vodenje postopka uradne potrditve semena poljščin in semenskega krompirja, št. odločbe U3431-18/2014/12 z dne 10.04.2015.
- Pravilnik o pogojih, ki jih morajo glede strokovne, prostorske in tehnične usposobljenosti izpolnjevati laboratoriji za izvajanje diagnostičnih preiskav in drugih testov semenskega materiala kmetijskih rastlin (Uradni list RS, št. 110/04)
- Odločba o imenovanju semenskega laboratorija Kmetijskega inštituta Slovenije za izvajalca preizkusov semenskega materiala kmetijskih rastlin
- Pravilnik o pogojih za opravljanje poljskih pregledov, vzorčenj in testiranj semenskega materiala kmetijskih rastlin pod uradnim nadzorom (Uradni list RS, št. 93/05, 44/07 in 38/2010)

### **Plant protection products**

- Zakon o fitofarmacevtskih sredstvih (ZFfS-1) (Uradni list RS, št. 83/2012) – Plant Protection Products Act
- Uredba o izvajanju uredb (ES) in (EU) o dajanju fitofarmacevtskih sredstev v promet (Uradni list RS, št. 5/15).
- Pravilnik o pogojih za opravljanje prometa s fitofarmacevtskimi sredstvi ter o vodenju in posredovanju podatkov o prometu fitofarmacevtskih sredstev – Rules on conditions for marketing of plant protection products and the keeping and communication of data on such marketing
- Pravilnik o strokovnih nalogah ocenjevanja aktivnih snovi in fitofarmacevtskih sredstev ter pogojih glede izobrazbe ocenjevalcev – Rules on expert tasks of evaluation of active substances and plant protection products, and requirements for the education of evaluators
- Pravilnik o uporabi fitofarmacevtskih sredstev – Rules on the proper use of plant-protection products

### **Pesticides residues**

- Uredba Evropskega parlamenta in Sveta (ES) 396/2005 o mejnih vrednostih ostankov pesticidov v ali na hrani in krmi rastlinskega in živalskega izvora

### **Veterinary regulation**

- Zakon o veterinarstvu (Zvet-1) – Veterinary Practice Act
- Pravilnik o veterinarskih pregledih določenih živali in živalskih proizvodov pri trgovanju na teritoriju EU (Uradni list RS, št. 137/06)
- Pravilnik o veterinarskih pregledih določenih živalskih proizvodov pri trgovanju na teritoriju EU (Uradni list RS, št. 137/06)
- Pravilnik o veterinarskih pogojih za trgovanje s perutnino, enodnevnimi piščanci in valilnimi jajci na teritoriju Evropske unije ter uvoz iz tretjih držav (Uradni list RS, št. 5/04, 21/04, 31/07 in 42/10) 5/04 s spremembami
- Pravilnik o pogojih, ki jih morajo glede zdravstvenega stanja izpolnjevati goveda in prašiči za trgovanje na teritoriju EU (Uradni list RS, št. 21/04 in 42/10) 21/04 s spremembami
- Pravilnik o pogojih, ki jih morajo glede zdravstvenega stanja izpolnjevati ovce in koze za trgovanje na teritoriju EU (Uradni list RS, št. 21/04)
- Pravilnik o veterinarskih pogojih za premike kopitarjev med državami članicami EU in o uvozu kopitarjev iz tretjih držav (Uradni list RS, št. 21/04, 34/04 – popr., 90/06, 31/07, 54/08 in 42/10) 21/04 s spremembami
- Pravilnik o veterinarskih pogojih, ki morajo biti izpolnjeni za netrgovske premike hišnih živali, in o modelu potnega lista, ki mora spremljati te živali (Uradni list RS, št. 85/14)

- Pravilnik o veterinarskih pogojih za trgovanje z govejimi zarodki na teritoriju Evropske unije ter uvoz iz tretjih držav (Uradni list RS, št. 36/04 in 42/10) 36/04 s spremembami
- Pravilnik o veterinarskih pogojih za trgovanje s semenom domačega goveda na teritoriju Evropske unije in uvoz iz tretjih držav (Uradni list RS, št. 131/04 in 42/10) 131/04 s spremembami
- Pravilnik o zahtevah za zdravstveno varstvo živali in proizvodov iz akvakulture ter o ukrepih za ugotavljanje, preprečevanje in obvladovanje določenih bolezni vodnih živali (Uradni list RS, št. 6/14)
- Pravilnik o veterinarskih pogojih za promet in trgovanje na teritoriju EU in uvoz iz tretjih držav živali, živalskega semena, jajčnih celic in zarodkov, za katere pogoji niso določeni v drugih veterinarskih predpisih, ter za promet in trgovanje z živalmi domačih vrst, ki se gojijo v živalskih vrtovih (Uradni list RS, št. 115/06, 25/08, 42/10 in 96/14) 115/06 s spremembami
- Pravilnik o veterinarskih pregledih živali pri vnosu na teritorij EU iz tretjih držav (Uradni list RS, št. 2/07 in 42/10) 2/07 s spremembami
- Pravilnik o veterinarskih pregledih proizvodov pri vnosu na teritorij EU iz tretjih držav (Uradni list RS, št. 43/06)
- Pravilnik o dodatnih veterinarskih pogojih za uvoz določenih živil živalskega izvora (Uradni list RS, št. 81/06)
- Pravilnik o veterinarskih pogojih ob uvozu in tranzitu parkljarjev (Uradni list RS, št. 104/05) 104/05
- Pravilnik o postopku potrjevanja veterinarskih dokumentov (Uradni list RS, št. 74/03)
- Pravilnik o postopku izdaje veterinarskih spričeval za izvoz (Uradni list RS, št. 60/06)
- Pravilnik o pristojbinah na področju veterinarstva (Uradni list RS, št. 10/08, 51/09, 5/10, 104/11 in 92/13) 10/08 s spremembami
- Pravilnik o izvajanju rednih uradnih veterinarskih pregledov na gospodarstvih (Uradni list RS, št. 23/06 in 57/08) 23/06 s spremembami
- Pravilnik o pogojih, ki jih morajo izpolnjevati zbirališča, prevozniki in trgovci z živalmi (Uradni list RS, št. 99/06, 96/09 in 42/10) 99/06 s spremembami

#### **Veterinary Chamber, network, staff**

- Statut Veterinarske zbornice Slovenije
- Pravilnik o licenci za opravljanje veterinarskih dejavnosti
- Pravilnik o odnosih v zasebni veterinarski dejavnosti
- Pravilnik o pogojih, ki jih morajo izpolnjevati veterinarske organizacije, in o postopku njihove verifikacije
- Pravilnik o pogojih, ki jih mora izpolnjevati veterinarska zbornica za opravljanje nalog, ki se opravljajo kot javna pooblastila po zakonu, ki ureja veterinarstvo
- Pravilnik o vodenju registra zasebnih veterinarskih organizacij
- Pravilnik o svetu uporabnikov
- Pravilnik o delu tožilca in razsodišča zbornice
- Pravilnik o verifikaciji in preverjanju pogojev za opravljanje zasebne veterinarske dejavnosti ter izdaji dovoljenja za delo zasebne veterinarske organizacije
- Pravilnik o delu tožilca in razsodišča zbornice
- Uredba o mreži javne veterinarske službe in izvajalcev nalog odobrenih veterinarjev
- Pravilnik o pogojih, načinu in sredstvih za izvajanje dezinfekcije, dezinsekcije in deratizacije
- Pravilnik o pogojih za izvajanje veterinarske dejavnosti dezinfekcije, dezinsekcije in deratizacije
- Pravilnik o prenosu posameznih nalog, ki jih opravljajo odobreni veterinarji
- Pravilnik o izvajanju rednih uradnih veterinarskih pregledov na gospodarstvih

- Pravilnik o prenehanju koncesije za opravljanje javne veterinarske službe
- Pravilnik o pogojih, ki jih mora za pridobitev koncesije izpolnjevati izvajalec cepljenja lisic
- Pravilnik o posebnem delu strokovnega izpita za uradnega veterinarja
- Pravilnik o opravljanju državnega izpita za doktorje veterinarske medicine
- Pravilnik o strokovnem izpitu za inšpektorja
- Uredba o izobrazbi in strokovnem izpitu za vodenje in odločanje v upravnem postopku
- Pravilnik o nomenklaturi poklicev
- Uredba o Standardni klasifikaciji poklicev 2008
- Zakon o strokovnih in znanstvenih naslovih
- Zakon o vrednotenju in priznavanju izobraževanja
- Seznam strokovnih in znanstvenih naslovov in njihovih okrajšav
- Sklep o uskladitvi pridobljenih strokovnih in znanstvenih naslovov
- Pravilnik o priznavanju poklicnih kvalifikacij veterinarjev
- Pravilnik o podrobnejših pogojih za imenovanje uradnih veterinarjev in uradnih preglednikov

And others.

**Attachment 2:** List of events where Slovenian Agro-food compnaines were presented, organized by Spirit Slovenia - Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology

Participation at International agro-food fairs in 2017:

- Anuga: <https://www.izvoznookno.si/aktualno/javno-povabilo-podjetjem-za-udelezbo-na-skupinski-predstavitvi-slovenskega-gospodarstva-na-sejmu-anuga-k%C3%B6ln-nemcija-7-11-oktober-2017/>
- Tuttofood: <https://www.izvoznookno.si/aktualno/javno-povabilo-podjetjem-za-udelezbo-na-skupinski-predstavitvi-slovenskega-gospodarstva-na-sejmu-tuttofood-milano-italija-8-11-maj-2017/>

Planned participation at International agro-food fairs in 2019:

|    |           |                    |        |         |
|----|-----------|--------------------|--------|---------|
| 1. | TUTTOFOOD | 6.–9. May 2019     | Milano | Italy   |
| 2. | ANUGA     | 5.–9. October 2019 | Köln   | Germany |

Spirit has also organized the following events:

- presentation of Slovenian companies to the Rewe trade group in Austria: <https://www.izvoznookno.si/aktualno/uspesna-predstavitev-slovenskih-podjetij-pri-vodilnih-distributerjih-zivilskih-izdelkov-avstrijske-trgovske-verige-rewe/>
- presentation of Slovenian companies to Italian traders: <https://www.izvoznookno.si/aktualno/vabilo-dan-slovenskih-dobaviteljev-predstavitev-slovenskih-podjetij-s-podrocja-zivilsko-predelovalne-industrije-italijanskim-trgovcem-ljubljana-27-september-2018/>
- meetings with customers, distributors, agents, chains in France: <https://www.izvoznookno.si/aktualno/povabilo-podjetjem-s-podrocja-prehrambene-industrije-za-udelezbo-na-b2b-poslovnih-sestankih-v-franciji-11-14-junij-2018-pariz/>.



## ANNEX VIII: Primary and secondary data (CCIS)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster            | Description<br>(50-100 words)  | Contact info<br>(name, organization,<br>address, email,<br>telephone number,<br>website)   | Website<br>(URL)   |
|----------------------------|--|--|--|
| AGRO<br>CLUSTER<br>HOMOLJE | Agro Cluster Homolje is association of members which includes bee keepers and honey producers, diaries and dairy products industry, wood processing manufacturers, tourist organizations, fruit producers (plum, raspberry, apple, pear), fruit brandies producers, farmers, agricultures, farmers association, association mountaineers, research institutions reusable source of energy (pellets, wind energy, mini power plants), art association, old hand crafts association, association golden embroidery. The cluster supports joint access on national and international market ( honey,meat, fruit,vegetables, herbs and spices, hand-made products etc.) Agro Cluster Homolje also ensures education of the public on application of new technologies in production, motorization, marketing, i.e. a full cycle starting from production ending with marketing of products. | Ul. Trg Jovana<br>Šerbanovića br. 5 12320<br>Žagubica<br><br><a href="mailto:agroklasterhomolje@gmail.com">agroklasterhomolje@gmail.com</a><br><br>+381-12-7643701 | <a href="http://www.agroklasterhomolje.com">www.agroklasterhomolje.com</a> |
| BIOSCIENCE<br>CLUSTER      | The Bioscience cluster was founded to achieve objectives set in the sector of improvement of collaboration between pharmaceutical industry and educational,  | Matije Gupca 14 24000<br>Subotica  | <a href="http://www.biocluster.rs">www.biocluster.rs</a>                   |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)

|                        |   |  |   |
|------------------------|---|--|---|
|                        | <p>scientific and research institutions.</p> <p>The cluster supports change/improvement of industrial structure and overall development on regional and national level. It ensures participation at national and international conferences and seminars, convenes cluster forums, specialized and scientific events for cluster members, young scientists, pupils and students in various fields of science and technology. The Bioscience cluster continued the good practice of similar clusters from the neighboring Republic of Hungary with whom it cooperates for more than two years. The adopted experiences enable the cluster to become the drive force of innovation in the sector of biotechnology and its application in medicine, pharmaceuticals, informatics etc.</p>   | <p>(+ 381 24 55 44 98)</p> <p>office@biocluster.rs<br/>pjevack.goran@biocluster.rs</p>   |   |
| AGRO START UP CLUSTER  | <p>Agro Start up Cluster is a non-party, non-governmental and non-profit network of companies producing and processing agriculture products and health produces, as well as outsourcing companies dealing in design, packaging, marketing and education. The main objective of the cluster is to provide support to the cluster members in the process of strengthening competitiveness and establishing profitable position on national and international market.</p> <p>A number of companies with considerable technical and market capacities, as well as few relevant supporting institutions joined them. Today, Agro Start up Cluster has over 40 members and is still growing in number. Additionally, Agro start up Cluster spreads beyond Nišava District and represents a network of companies for production and processing of agriculture products in the south-east region of Serbia. Agro Start up Cluster is a member of the Niš Region Start up Union.</p> | <p>Agro start up klaster<br/>Dobrička 2 18000 Niš<br/>018/522-120 018/522-120<br/>info@clusterhouse.rs</p>                       | <p><a href="http://www.agrostartup.com">www.agrostartup.com</a></p>   |
| CLUSTER OF CHEESES JUG | <p>The Cluster of Cheeses "JUG" was founded with a clear vision of integrated and sustainable development of dairy sector in the south region of Serbia. The Cluster of Cheeses "JUG" consists of 17 legal entities operating on the territory of Toplica, Nišava and Pirot Districts. The aim of this association is to establish regional network, increase competitiveness and employment, thus improving economical position of the milk and cheese producers. The cluster supports its members in developing their activities, competitiveness, innovative capacities and increase of profit. The dairies members got certificates for HACCP and ISO 22000 quality standards with a support of the cluster and also built organization capacities and preserved jobs at the dairies during the</p>   | <p>Leskovača 4 18000 Niš<br/>018/240-243 064/833-0260<br/><a href="mailto:ivan.pavlovic@gu.ni.rs">ivan.pavlovic@gu.ni.rs</a></p> | <p><a href="http://www.klastersireva.rs">www.klastersireva.rs</a></p> |

|   |  |   |  |
|---|--|---|--|
|   | economic crises. Dairy products from the South of Serbia, promoted through the cluster, meet all required national and European standards and are competitive on the market. The Cluster of Cheeses "JUG" represents the south region of Serbia as a principal producer of dairy products, especially cheeses.   |   |  |
| SUMADIJA<br>FLOWER<br>PRODUCERS<br>CLUSTER                | The objective of the cluster is to support the development of the flower production sector in the region of Sumadija and Morava. Additionally, it supports the distribution of products and raw material supply, as well as professional education of cluster members. The cluster has over 200 members. The cluster cooperates with a big number of foreign partners in exporting and importing of flowers and raw material. The cluster promoted its products on the markets of Austria, Germany, Great Britain etc. Also, the cluster is an implementing partner on few EU projects with foreign partners dealing in social and ecological issues in local communities. It has successfully implemented few projects in cooperation with the Ministry of Economy and Regional Development with the objective to unite and strengthen clusters. The aim of the cluster in the forthcoming period is to increase the production and export, as well as to upgrade production technology in order to assume a leadership position on the flower market in Serbia and the region and to improve cooperation with partners in applying for EU and other available funds by submitting joint project proposals. | Mihaila Pupina 2 34000<br>Kragujevac<br><br>034/302-701, 034/339-220<br><br>034/302-706<br><a href="mailto:sumadijskicvet@gmail.com">sumadijskicvet@gmail.com</a> | <a href="http://www.sumadijskicvet.com">www.sumadijskicvet.com</a> |
| ASSOCIATION<br>OF FOOD<br>PRODUCERS<br>OF SERBIA<br>POLUX | The cluster Polux Kikinda was founded as an Association of food producers of Serbia in Kikinda. The main goal of establishing this cluster was to initiate the improvement in use of natural resources that Serbia has: healthy environment, huge areas of arable land and old tradition in food processing and production. Big number of small producers, disorganized supply and marketing of products and nonstandardized produce are the main reason for low competitiveness of local food products. Once Serbia opens its borders to the world market it will also open some big opportunities, however, the future of small producers will be threatened for the reasons listed above. The POLUX cluster was founded with the main aim to establish contacts among local food producers and to unite them in undertaking joint activities so as to increase  | Trg srpskih dobrovoljaca<br>17 Kikinda<br><br>023/0400-950 063/541-034<br><br>023/0423-133<br><a href="mailto:klasterpolux@gmail.com">klasterpolux@gmail.com</a>  | <a href="http://www.klasterpolux.rs">www.klasterpolux.rs</a>       |

|                                      |   |  |   |
|--------------------------------------|---|--|---|
|                                      | competitiveness on the market. The long term objective is the establishment of an internal business network which will solve one of the biggest issues of all members, i.e. food products promotion on the market.  |  |   |
| CENTRE FOR ORGANIC PRODUCTION        | <p>The Center for Organic Production in Selenica is a voluntary, non-governmental and non-profit association established to achieve goals in the field of promotion and development of organic agricultural production, protection of interests of producers, processors, traders in organic agricultural production, protection of interests of consumers of organic products and protection of interests of other interested persons in the field of improvement of health, ecological, agro-technical and market conditions and criteria for the development of organic agricultural production, processing, marketing, distribution, promotion and consumption of organic products.</p> <p>The Center for Organic Production brings together 217 members, natural and legal persons. The members are divided into three basic sectors: raw material base, producers and processors.</p>   | Maršala Tita 179,<br>Selenča 21425, SERBIA   | <a href="http://www.organiccentar.rs">http://www.organiccentar.rs</a>   |
| EUROPEAN CLUSTER ALPE ADRIA PANNONIA | Sectors- Agricultural Inputs and Services, Education and Knowledge Creation. Total number of members: 85. Members of our cluster are chambers of commerce, tourism organizations, faculties, institutes, small and medium sized companies that provide services in inter-sectoral connectivity, fairs, promotion of their products, packaging re-design, development of awareness of the importance of renewable energy sources, re-emission of gases, ecological products and Performances and sales of their products on the world market, while respecting the legal regulations. European cluster Alpe Adria Pannonia with headquarters in Novi Sad, Vojvodina, Serbia. The mission of our cluster is the inter-regional linking of our cluster members with regard to organic agriculture, ie organic food and eco-ethno-agro tourism, and thus cross-sectoral cooperation in renewable energy, sustainable construction and environmental protection. | Somborski bulevar 18<br>Novi Sad, Serbia<br>+38164 3275486<br><a href="mailto:drazenderanja@gmail.com">drazenderanja@gmail.com</a> | <a href="https://www.facebook.com/pages/EUROPSKI-KLASTER-ALPE-ADRIA-PANNONIA">https://www.facebook.com/pages/EUROPSKI-KLASTER-ALPE-ADRIA-PANNONIA</a> |

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional<br>program or<br>initiative,<br>legislation,<br>regulation) | Responsible<br>authority  | Description (50-100 words)   | File <sup>2</sup> or link (URL)   |
|--|---|--|---|
| Law on Associations  | ("O.G. RS", No. 51/2009,99/2011,44/2018)                                | This law regulates the establishment and legal position of the association, registration and deletion from the register, membership and authorities, status changes and termination of the association, as well as other issues important for the work of the association.<br><br>This law also regulates the status and functioning of foreign associations.  | <a href="https://www.paragraf.rs/propisi/zakon_o_udruzenjima.html">https://www.paragraf.rs/propisi/zakon_o_udruzenjima.html</a>                             |
| Law on Business Enterprises  | ("O.G. RS", No. 36/2011,99/2011, 83/2014 - 5/2015, 44/2018 and 95/2018) | This law regulates the legal position of companies and other forms of organization, in particular their establishment, management, status changes, changes in the legal form, termination and other issues of importance for their position, as well as the legal position of the entrepreneur   | <a href="https://www.paragraf.rs/propisi/zakon_o_privrednim_drustvima.html">https://www.paragraf.rs/propisi/zakon_o_privrednim_drustvima.html</a>           |
| Law on Endowments and Foundations  | ("O.G. RS", No. 88/2010, 99/2011 44/2018 )                              | This law regulates the establishment and legal position of endowments and foundations, property, internal organization, registration and deletion from the register, activity, status changes, supervision of the work of foundations and foundations, termination of work, other issues of importance for their work, as well as the legal position and the functioning of the representative offices of foreign foundations and foundations. | <a href="https://www.paragraf.rs/propisi/zakon_o_zaduzbinama_i_fondacijama.html">https://www.paragraf.rs/propisi/zakon_o_zaduzbinama_i_fondacijama.html</a> |

<sup>2</sup> Attach file or give the appropriate link

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network   | Description<br>(50-100 words)  | Contact info<br>(name, organization, address,<br>email, telephone number,<br>website)  | Website<br>(URL)  |
|---|--|--|---|
| Association of food manufacturers Serbia "Polux".           | Established in 2010, with the goal of developing food products production; registered for the activity market research and testing of the opinion of the public  | Trg Srpskih Dobrovoljaca 17,<br>Kikinda<br>; <a href="mailto:klasterpolux@gmail.com">klasterpolux@gmail.com</a> ;<br>(0230) 400-950  | <a href="http://www.klasterpolux.rs">www.klasterpolux.rs</a>  |
| Vojvodinian Cluster of Organic Agriculture                  | The Vojvodina cluster of organic agriculture is an association founded on 29.9.2014. by institutions, associations, manufacturers, processors and distributors of organic products. The aim of the association is to increase the innovation, competitiveness and sustainability of organic agriculture in Vojvodina. Members include legal and natural persons registered in RPG.<br><br>Some of the members are: Scientific Institute of Food Technology; Institute of Field and Vegetable Crops; Agricultural school with the student home Futog; Center for Organic Production; Essentico d.o.o .; Global Seed d.o.o .; Repro trade d.o.o .... | Narodnog fronta 22, 21000 Novi Sad<br><br><a href="mailto:organskiklaster@gmail.com">organskiklaster@gmail.com</a><br><br>MSc Tanja Vujanov, menadžer<br>Phone: 060 455 0220 | <a href="http://vok.org.rs">http://vok.org.rs</a>   |
| Association of companies for fruit and vegetable production | The Association was founded on 3.10.2011. helped by IPAfonds to increase the volume of primary production, increase employment of processing capacities to improve the competitiveness of enterprises and with the aim of providing support and promotion of networked exporters, raising the level of knowledge and skills of export to increase in foreign market turnover. Members are:   | Regionalna privredna komora Kraljevo, soba 29 Ul. Omladinska 2 36000 Kraljevo Republika Srbija; tel: +381 36 334-655 fax: +381 36 334-377;                                   | <a href="http://preradjivaci.vocaipovrca.com/kontakt">http://preradjivaci.vocaipovrca.com/kontakt</a> |

|                                  |  |   |  |
|----------------------------------|--|---|--|
| Kraljevo                         | Zemljoradnička zadruga "Zablaćanka", AMSZR "Aurora", SZUR "Dessert", Čačak, "INTERFOOD 60" doo, "Nektar" doo, "Leader" eco pack ....   | <a href="mailto:preradjivaci@gmail.com">preradjivaci@gmail.com</a>  |  |
| Serbian Dairies Association SEDA | Founded in December 2011 – Serbian Dairies Association (SEDA) is a voluntary industry association. SEDA is the national body responsible to represent the economic interests of dairy industry in Serbia, as well as, in international bodies dealing with dairy issues. More specifically, it supports formulation and communication of dairy industry interests towards national dairy policy, provides information on the role of dairy products in the diet and promotes sustainable dairy production and safe products. Initially, 8 dairy companies are members of SEDA: Somboled, Meggle, Kuc, Ekomlek, Niska, Leskovac, Sabac and Muza   | Španskih boraca 24 a/1,<br>Beograd; Phone. +38160 3747155;<br><a href="mailto:office@srpskemlekare.org">office@srpskemlekare.org</a> ,<br>Miloš Stojanović  | <a href="http://www.srpskemlekar.e.org">www.srpskemlekar.e.org</a> |
| Serbia Seed Association          | Represent an association of companies engaged in seed production, its processing and trade, as well as the provision of services in agriculture, whose common interest is the well-organized seed industry of the Republic of Serbia,<br><br>Objectives:<br><br>- development and modernization of cultivation of plants and seed production;<br><br>- Interesting connection of breeders, producers, seed users and companies;<br><br>- development of projects that would contribute to the progress of breeding, production and use of seeds;<br><br>- support to business projects of members of the Association and facilitate the establishment of cooperation with foreign partners;<br><br>- protection of the rights of growers and breeders, as well as the provision of assistance and the realization of these rights;<br><br>- identifying and encouraging standards and business ethics; | Narodnog fronta 10/I, 21 000<br>Novi Sad, Srbija<br>Phone: +381 21 6624 760<br>Fax: +381 21 526 161<br>Moble: +381 60 556 84 35<br><br>e-mail: <a href="mailto:office@semenarska.rs">office@semenarska.rs</a> | <a href="http://www.semenarska.rs">http://www.semenarska.rs</a>    |

|                           |   |   |  |
|---------------------------|---|---|--|
|                           | - representing, representing and protecting the interests of members of the Association in front of state bodies, national, regional ...  |   |  |
| Association Serbia Grains | <p>In the beginning of 2009th Association Serbia Grains was founded, leaning on longstanding tradition of Yugoslavian Grains Fund which exists in this region as Association of grain producers and exporters since 1978th, with main goal to improve the production export of grains and oil seeds from Serbia. The objectives of the Association are set out in the Statute of the Association, and great wish of its founders was that members of the Association in addition to the manufacturer and exporter of grains and oil seeds are those companies which are dealing with storage, quality control, crop protection and transport of bulk commodities, in order to jointly achieve set objectives among which :</p> <ul style="list-style-type: none"> <li>• Production volume and quality improvement to meet the balance requirements of the country and increase the export of grains</li> <li>• Coordination of annual plans and programs for production, exports and imports</li> <li>• Representation of member s interests with government authorities and business associations</li> <li>• .Creating optimum conditions for the work of the Association in cooperation with state authorities</li> </ul> <p>...</p> <p>10.Creating information system and initiating the creation of commodity exchange in Serbia</p> <p>11.Creating new standards and regulations on quality in accordance with current European and world standards</p> <p>12.Organizing education for producers and exporters</p> | <p>street : Bul. Despota Stefana 65</p> <p>11108 Belgrade, Serbia</p> <p>Phone : +381 11 32.20.241, 32.20.243</p> <p>fax: +381 11 32.20.241</p> <p><a href="mailto:zitasrbije@gmail.com">zitasrbije@gmail.com</a></p> <p><a href="mailto:office@zitasrbije.rs">office@zitasrbije.rs</a></p> | <p><a href="https://www.zitasrbije.rs/eng.php">https://www.zitasrbije.rs/eng.php</a></p> |



|                 |  |  |  |
|-----------------|--|--|--|
| Vojvodina Agrar | <p>Vojvodina Agrar is an association of primary agricultural producers - Doo is registered on 11.08.2005. with the aim of interesting association of primary agricultural producers of industrial plants.</p> <p>Today, the Association consists of 24 companies (22 active and 2 passive), registered for agricultural production and organization of agricultural production in Vojvodina. Our members have an active cooperative relationship with over 25,000 registered farms and cover production on over 150,000 hectares of agricultural land.</p> <p>In the past years, the Association has had remarkable results in efforts to create an acceptable business environment for producers of industrial plants, especially in the processing industry. We are particularly proud of the results achieved in the activities of forming the purchase price of sunflower, soybean and sugar beet. We have become a worthy partner to the processing industry. One of the elements of our mission is to, in the interest of the agrarian sector, the industry that creates the greatest new value in the Republic, become a respected partner by the state organs of the Republic of Serbia.</p> | <p>Urosa Predica br 3, Bečej<br/>Po Box 21220, Srbija<br/>E-MAIL<br/><a href="mailto:vojvodinaagrar@teamnet.rs">vojvodinaagrar@teamnet.rs</a><br/>Phone +38121/ 6916-722 ,<br/>+38121/ 6910-154 fax: 021/<br/>6916-831</p> | <p><a href="https://www.vojvodina-agrar.com/v3/">https://www.vojvodina-agrar.com/v3/</a></p> |
|-----------------|--|--|--|

## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

| Title of study/plan | Responsible person/organization | Description<br>(50-100 words) | File <sup>5</sup> or link (URL) |
|---------------------|---------------------------------|-------------------------------|---------------------------------|
| N/A                 |                                 |                               |                                 |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study  | Responsible person/organization | Description<br>(50-100 words)   | File <sup>6</sup> or link (URL)   |
|---|---------------------------------|---|---|
| CLUSTER DEVELOPMENT AND INNOVATIVE POTENTIAL IN SERBIAN AGRICULTURE | Vesna Paraušić, Ivana Domazet   | Science, technological development, innovation, competitive research for innovation, university-industry collaboration in R&D, quality of scientific research institutions and state of cluster development today are key factors of competitiveness and sustainable development of all economies. In this paper authors analyse the correlation of the state of cluster development and innovation in national economies and give recommendations and ways of improving the innovative potential in Serbian economy, with emphasis on agriculture sector. Research hypothesis is set as: expressed positive linear correlation exists between cluster development and national innovation potential, meaning that the countries in which clusters are deep and well-developed are at the same time countries which have a high national innovation potential and vice-versa. The source of the data analysed in this paper is the Competitiveness report of the World Economic Forum 2017-2018. Linear correlation, including confidence intervals, was used in data analysis and research hypothesis is accepted by the data. Application of innovations in production value chain requires stimulating innovation policy of the state, great | <a href="http://ebooks.iien.bg.ac.rs/1252/1/EP%203%202018%20Iq%20%281%29.pdf">http://ebooks.iien.bg.ac.rs/1252/1/EP%203%202018%20Iq%20%281%29.pdf</a> |

<sup>5</sup> Attach file or give the appropriate link

<sup>6</sup> Attach file or give the appropriate link

|   |   |  |   |
|---|---|--|---|
|   |   | financial investments in the private sectors, as well as professional support of scientific–research and educational institutions, through the cluster initiatives.  |   |
| THE COMPETITIVENESS OF SERBIAN AGRO-FOOD SECTOR | Sanja Đukić<br>Mirela Tomaš-Simin<br>Danica Glavaš Trbić                              | The authors analyzed the competitiveness of agro-food sector of Serbia. The main objectives of this research were: (1) determining the competitive position of the agro-food sector in Serbia within the European Union, and (2) identifying compatibility between the export of Serbian agro-food sector and import requests for the same products in the European Union. In this research, indices of comparative advantage (RCA, ARCA and RC) have been applied in order to identify the competitiveness of agro-food sector in Serbia. Considering the European Union is most important trade partner of Serbia, the paper gives a review of the complementarity of export products from the agro-food sector of Serbia, with imports of the same products to the EU. The authors conclude that the comparative advantages of agro-food sector in Serbia do not reflect the actual competitive position, and suggest key guidelines for its improvement.   | <a href="https://www.researchgate.net/publication/318317463_The_competitiveness_of_Serbian_agro-food_sector">https://www.researchgate.net/publication/318317463_The_competitiveness_of_Serbian_agro-food_sector</a> |
| AGRI-FOOD SECTOR IN SERBIA STATE AND CHALLENGES | DANILO TOMIĆ<br>ZORAN NJEGOVAN<br>MILADIN M. ŠEVARLIĆ<br>NATALIJA BOGDANOV<br>Others. | <p>The main objective of this study is to look at exports, imports, regional destination, as well as foreign trade balance of agricultural products of the Republic of Serbia. The aim was also to analyse the factors that led to the demonstrated results, and point to the basic guidelines of expansion of the same in the future.</p> <p>The basic source of data is statistical documentation of the Republic Statistical Office – Commodity exchange with foreign countries per sectors and sections for the period from 2004 to 2011. The analysis includes sectors of primary agricultural products and products of manufacturing industry, namely sectors of Food and live animals (“0”), Beverages and tobacco (“1”), a part of the sector of Crude materials, inedible, except fuels (“2”), and sector of Animal and vegetable oils, fats, and waxes (“4”), according to the Standard International Trade Classification (SITC). The method of desk research was applied in the paper. It is based on the use of available</p> | <a href="http://ageconsearch.umn.edu/record/157566/files/Vlahovic%20and%20">http://ageconsearch.umn.edu/record/157566/files/Vlahovic%20and%20</a>   |

|   |   |   |   |
|---|---|---|---|
|   |   | data that were systematised in the paper using standard statistical-mathematical methods.   |   |
| SERBIA MARKET ANALYSIS<br>WOOD, METAL, AGRO-FOOD PROCESSING, TEXTILE AND FOOTWEAR             | “FACILITY FOR SMEs AND CAPACITY BUILDING”                 | Gives an overview on agriculture sector showing the strengths and weaknesses of this sector. Gives general data of the sector and shows where are the opportunities for future development.   | <a href="http://repository.regione.veneto.it/facility-project/Attivita/WP3/SWOTserbia.pdf">http://repository.regione.veneto.it/facility-project/Attivita/WP3/SWOTserbia.pdf</a> |
| ROLE AND SIGNIFICANCE OF AGRICULTURE AND FOOD INDUSTRY EXPORTING IN THE DEVELOPMENT OF SERBIA | Slavka Mitrović , Aleksandra Mitrović , Ljubomir Mitrović | This paper analyzes agriculture and food industry as key sectors of export in Serbia. The goal of the research is to point to the role and the significance of export of agriculture and food industry in the development of Serbia. The results show that the development strategy of Serbia must be based on the increase of export of agricultural and food products (more intense production) and the change of production structure in accordance with demand (especially with the demand for environmentally safe foods), with a higher level of finalization, in order to increase competitiveness and add value. Published data of the Statistical Office of the Republic of Serbia was used in the paper, and the charts represent the derivatives the authors prepared based on these original data. Research period included 2000 to 2015. The goal of the research of role and significance of export of agriculture and food industry in the development of Serbia was achieved by application of descriptive and comparative analysis, using statistical and mathematical method – linear trend of export and import of economy and agricultural and food products. | <a href="file:///C:/Users/bogun/Downloads/4440-9318-1-SM.pdf">file:///C:/Users/bogun/Downloads/4440-9318-1-SM.pdf</a>   |
| SERBIAN AGRO-INDUSTRY-POTENTIALS AND PERSPECTIVES   | Savić, Ljubodrag; Bošković, Gorica; Mičić, Vladimir       | This paper analyses agriculture and the food industry as dominant sectors of the Serbian agro industrial complex. The goal of the research is to stress the significance of the agro industry for economic development and the directions of its future development, as well as the significance of the agricultural and industrial policy for its development. For the purpose of a hypothesis the testing indicators of development, structural changes and work productivity will be analyzed. A correlation analysis is used to determine the character of dependence and the impact of the agriculture and food industry on key indicators of economic growth. The comparative method is used for a comparative analysis of the structural   | <a href="http://www.ea.bg.ac.rs/index.php/EA/article/view/180/164">http://www.ea.bg.ac.rs/index.php/EA/article/view/180/164</a>   |

|   |   |   |   |
|---|---|---|---|
|   |   | changes of Serbian agriculture as well as for some of the new EU member states. Research results show that new EU member states adapt the structure of their agriculture more efficiently to the new demands of development, resulting in the agro industry creating a greater added value which influences overall economic development. The great potential of the Serbian agro industrial complex could be a very good foundation for efficient agro industrial growth and an increase of competitiveness on EU and Russia markets, as well as on numerous markets of other world countries, having in mind that overall demands for ecologically healthy food will grow rapidly in the following period.  |   |
| FOOD CHAIN STRUCTURE, PRICE AND RISK MANAGEMENT STRATEGIES - INSIGHTS FROM THE SERBIAN RASPBERRY CASE STUDY | Zaklina Stojanovic, Radmila Dragutinovic-Mitrovic, Irena Jankovic, Bojan Ristic | <p>Due to its high market share, global recognition and competitiveness, the raspberry production has been the most important fruit production in Serbia. The paper addresses the main issues related to price fluctuations and risk management strategies in the Region of Sumadija and Western Serbia.</p> <p>The findings indicate a different dispersion of the value created due to significant differences in the market power of the value chain participants. Being powerless, it is hardly expected from raspberry producer to be “an equal” partner at the market. Finally, analysis shows that the price-linked public policies influence farmers’ risk exposure and improve farms income particularly in the fruit sector in Serbia. However, these policies also affect farmers’ risk management behavior.</p> | <a href="http://www.ifsa2018.gr/uploads/attachments/189/The me5_Stojanovic.pdf">http://www.ifsa2018.gr/uploads/attachments/189/The me5_Stojanovic.pdf</a> |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/ organization | Description (50-100 words) | File <sup>8</sup> or link (URL) |
|----------------|----------------------------------|----------------------------|---------------------------------|
|----------------|----------------------------------|----------------------------|---------------------------------|

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate link

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**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**  
(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/ organization | Title of cluster or cooperation network | Description (50-100 words) | File <sup>10</sup> or link (URL) |
|----------------|----------------------------------|---|----------------------------|----------------------------------|
|                |                                  |   |                            |                                  |

### Section 3: Exports and imports of agro-food products

**8. List of agro-food exporters in your region/country.**

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/ association | Types of agro-food products  | Contact info (name, organization, address, email, telephone number, website) | Website (URL)   |
|-------------------------------|--|--|---|
| DELHAIZE Srbija               | Delhaize Serbia D.O.O. operates a chain of supermarkets that offer | Juriša Gagarina 14, 11070 Beograd, Srbija<br>Phone: +381 11 715 3400         | <a href="http://www.maxi.rs">www.maxi.rs</a> <a href="http://www.tempo.rs">www.tempo.rs</a> |

<sup>9</sup> See also questions 1 and 3.

<sup>10</sup> Attach file or give the appropriate link

|                    |  |  |  |
|--------------------|--|--|--|
|                    | domestic and foreign products under brands Maxi, Tempo and Shop and Go. The merged company currently operates about 210 supermarkets in Serbia under its Maxi brand, 12 Tempo hypermarkets and 253 Shop & Go convenience stores. | Fax: +381 11 715 3910<br>E-mail: <a href="mailto:office@delhaize.rs">office@delhaize.rs</a><br>TEMPO COMPANY DOO BEOGRAD)<br>Mihaila Radosavljevića 30ž, 11080 Zemun<br>Phone: +381(0)11 718 74 32<br><a href="mailto:office@tempo.rs">office@tempo.rs</a> |  |
| Mercator/Roda/Idea | Mercator-S, as part of the Agrokor business group, comprises of more than 300 IDEA stores, 35 Roda megastores, 2 Mercator centres, 4 Velpro centres and one HoReCa establishment.  | Bulevar umetnosti 4, 11000 Belgrade, Serbia<br>Phone +381 11 2202 600<br><a href="mailto:office@mercator.rs">:office@mercator.rs</a>   | <a href="http://www.mercator.rs">http://www.mercator.rs</a>  |
| DIS                | DIS is the largest domestic trade chain with 26 markets and over 420 franchise partners. In its 26 markets, DIS has a total sales area of 85.200 m <sup>2</sup>  | Autoput 18 (Zmaj Shopping Park 11080 Beograd<br><a href="mailto:info@dis.rs">info@dis.rs</a>   | <a href="http://www.dismarket.rs">http://www.dismarket.rs</a><br><a href="https://www.dis.r/">https://www.dis.r/</a> |
| AMAN               | Aman Company Ltd. was founded in Belgrade in 1992. It has more than 180 supermarkets all over  | Vinogradska 52A, 11271 Surčin, Srbija<br>Phone- +38111/2260556<br>/+38111/2260557  | <a href="http://www.aman.co.rs">http://www.aman.co.rs</a>  |

|              |  |   |   |
|--------------|--|---|---|
|              | the country  |   |   |
| UNIVEREXPORT | Univerexport is a part of UNIVEREXPORT Group that currently operates 136 stores of different formats. They have also stores under the brand Trgopromet.  | Sentandrejski put 165, 21000 Novi Sad<br>Phone- +38121 4870 200<br><a href="mailto:korisnicki.servis@univerexport.rs">korisnicki.servis@univerexport.rs</a> | <a href="https://univerexport.rs">https://univerexport.rs</a> |
| GOMEX        | Gomex d.o.o. is a trading company based in Zrenjanin and it is one of the regional leaders in the field of wholesale and retail of consumer goods. Currently, its retail chain has over 150 retail facilities.   | Beogradski put bb, 23000 Zrenjanin<br>Phone- +38123 315 02 30<br>Fax: +38123 524 010<br><a href="mailto:kontakt@gomex.rs">kontakt@gomex.rs</a>              | <a href="https://www.gomex.rs/">https://www.gomex.rs/</a>     |
| METRO        | Metro Cash & Carry Serbia is part of the international METRO AG company ( <a href="http://www.metroag.de">www.metroag.de</a> ) operating in 35 countries.<br><br>As a support to business and professionals in the field of catering, in 2012, the unique and state-of-the-art HoReCa Centre was opened at | Autoput za Novi Sad 120, 11000 Beograd<br><br>Phone-+38111/3777-280   | <a href="https://www.metro.rs">https://www.metro.rs</a>       |



|                |  |  |   |
|----------------|--|--|---|
|                | Vidikovac (Belgrade), which serves for the education and training of caterers ( <a href="https://www.metro.rs/informacije/horeca-center-beograd">https://www.metro.rs/informacije/horeca-center-beograd</a> ). |  |   |
| QVATRO DISKONT | Company Qvattro Company was founded in 2001. Their main business is retail, they currently operate with 39 shops, offering mainly domestic products.   | Vinogradska 283b, Novi Beograd<br><a href="mailto:office@qvattro.rs">office@qvattro.rs</a><br>Phone- +38111/31-897-39        | <a href="http://www.prodavnicasunce.rs">http://www.prodavnicasunce.rs</a> |
| PerSu          | Persu Markets are one of the retail chains in the territory of Vojvodina. The company was founded in 1997, while today, Persu markets operate in over 120 retail stores, and employs over 700 workers.         | Bulevar kralja Petra I, Novi Sad<br>Phone +38164 8402325<br><a href="mailto:bb.officezr@gmail.com">bb.officezr@gmail.com</a> | <a href="http://www.persu.rs">http://www.persu.rs</a>                     |
| SuperVero      | VEROPOULOS Supermarkets started their activities in Serbia in 2002., by opening their first supermarket of 2000m <sup>2</sup> . Today, they  | Bul. Milutina Milankovica 86A, Novi Beograd<br>Phone +38111/3119-111   | <a href="http://www.supervero.rs/sr_RS">http://www.supervero.rs/sr_RS</a> |

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|  | have 6 supermarkets.  |   |   |
| Lidl   | A modern discount chain with variety food products..  | Obrenovacki drum 1, Belgrade 173410<br>Phone- +38110800 191199<br><a href="mailto:posta@lidl.rs">posta@lidl.rs</a>                                    | <a href="https://www.lidl.rs/sr/index.htm#">https://www.lidl.rs/sr/index.htm#</a> |
| SOULFOOD   | Founded in 2005 - one of the leading distributors of alcoholic and non-alcoholic beverages in the territory of Belgrade | Zrenjaninski put 84/32,<br>Phone: +38111/3319-396<br>Fax: +38111/2710-900<br><a href="mailto:office@soulfood.co.rs">office@soulfood.co.rs</a>         | <a href="http://www.soulfood.co.rs">http://www.soulfood.co.rs</a>                 |
| SREM ŠID DOO ŠID   | Meat and edible products of slaughter industry  | Janka Veselinovića 15, Šid, 712227 712622,  | <a href="http://www.sremsid.rs">www.sremsid.rs</a>                                |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA TRGOVINU NA VELIKO I MALO I OSTALE DELATNOSTI PAVLOVIĆ SUPSKA         | Meat and edible products of slaughter industry  | SUPSKA BB, Čuprija, 441175,   |   |
| PRIVREDNO DRUŠTVO ZA PROIZVODNJU I TRGOVINU STOČAR L.S.B. DOO TRNJACI  | Meat and edible products of slaughter industry  | Trnjaci 66, Ub, 14415433, <a href="mailto:stocarlsb@ptt.rs">stocarlsb@ptt.rs</a>  |   |
| ZLATIBORAC PREDUZEĆE ZA PROIZVODNJU, PROMET I USLUGE DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU, BEOGRAD (ČUKARICA) | Meat and edible products of slaughter industry  | Mojkovačka 58, Beograd-Čukarica, 381 11 6355563 381 64 819 3886, <a href="mailto:milica.damjanovic@zlatiborac.rs">milica.damjanovic@zlatiborac.rs</a> | <a href="http://www.zlatiborac.rs">www.zlatiborac.rs</a>                          |
| PROIZVODNO I TRGOVINSKO PREDUZEĆE DIS DOO KRNJEVO  | Meat and edible products of slaughter industry  | Bulevar Oslobođenja 16, Velika Plana, 26330100,   |   |

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| PREDUZEĆE ZA PROIZVODNJU, PROMET I USLUGE ŽITOSTOK DOO, BEOGRAD (ZVEZDARA)                      | Meat and edible products of slaughter industry | Kulina Bana 18, Beograd-Zvezdara, 3809512,                                |                         |
| Perutnina Ptuj-Topiko d.o.o.  | Meat and edible products of slaughter industry | PETEFI BRIGADE 2, Bačka Topola, 715855, office@perutnina.rs               | www.topikoad.com        |
| PREDUZEĆE ZA TRGOVINU PRIMA COMMERCE DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU BEOGRAD (NOVI BEOGRAD) | Meat and edible products of slaughter industry | Tošin bunar 163, Beograd-Novi Beograd, 11637799,                          |                         |
| VETERINARSKA SLUŽBA CMANA FARM DOO MILOŠEVAC  | Meat and edible products of slaughter industry | Carigradski drum 66, Svilajnac, NULL,                                     |                         |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU I TRGOVINU KOTLENIK-PROMET LAĐEVCI           | Meat and edible products of slaughter industry | Lađevci 540, Kraljevo, 36851400, office@kotlenik-promet.com               | www.kotlenik-promet.com |
| NEOPLANTA INDUSTRIJA MESA DOO NOVI SAD  | Meat and edible products of slaughter industry | Primorska 90, Novi Sad - grad, 216412122, vasilic.s@neoplanta.co.rs       | www.neoplanta.co.rs     |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU INDUSTRIJA MESA NEDELJKOVIĆ DOO ŠAŠINCI                     | Meat and edible products of slaughter industry | ZMAJ JOVINA 13, Sremska Mitrovica, 559348,                                |                         |
| PROIZVODNO-TRGOVINSKO I USLUŽNO PREDUZEĆE MESOPROMET DOO, VELIKA PLANA                          | Meat and edible products of slaughter industry | MILOŠA VELIKOG 38, Velika Plana, 522010,                                  |                         |
| MISACO DOO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU, BEOGRAD (STARI GRAD)                               | Meat and edible products of slaughter industry | MARŠALA BIRJUZOVA 3/8, Beograd-Stari Grad, 112621609, finansije@misaco.rs |                         |

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| PRIVREDNO DRUŠTVO ZA PROIZVODNJU, PRERADU I PROMET MESA GOMBIT DOO BEOGRAD (ZEMUN) | Meat and edible products of slaughter industry | Vojni put 270A/II, Beograd-Zemun, 150092, office@gombit.com              |                      |
| BRAĆA ĐOKIĆ DOO LESKOVAC   | Meat and edible products of slaughter industry | Božidara Veličkovića 79, Leskovac, 16260500, gdjokic@ptt.rs              |                      |
| DUFY DOO BEOGRAD   | Meat and edible products of slaughter industry | Aerodrom Beograd 59, Beograd (nbs 2009), 011/2286-442, info@rs.dufry.com | www.dufry.com        |
| DOO MIROTIN-TISA PROIZVODNO PROMETNO PREDUZEĆE SAVINO SELO                         | Meat and edible products of slaughter industry | Maršala Tita 66, Vrbas, + 381 (0)21 720 915, mirotintisa@mirotintisa.rs  | www.mirotintisa.rs/  |
| PREDUZEĆE ZA PROIZVODNJU MESNIH PROIZVODA I KONZERVU YUHOR-EXPORT AD JAGODINA      | Meat and edible products of slaughter industry | Kablovska 66, Jagodina, 035/200-349, snezana.pesic@yuhor.rs              | www.yuhor.rs         |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU MAKINTERNACIONAL, NIŠ                          | Meat and edible products of slaughter industry | Zetska 2, Niš-Mediana, 528711, office@mak.rs                             | www.mak.co.rs        |
| AKCIONARSKO DRUŠTVO INDUSTRIJA MLEKA I MLEČNIH PROIZVODA IMLEK, PADINSKA SKELA     | Milk and milk products, eggs, natural honey    | Industrijsko naselje 66, Beograd-Palilula, 2076500,                      |                      |
| KUČ-COMPANY D.O.O. KRAGUJEVAC  | Milk and milk products, eggs, natural honey    | ZORE JOVANOVIĆ 17, Kragujevac - grad, 370098, office@kuccompany.co.rs    | www.kuccompany.co.rs |

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| SCB PREDUZEĆE ZA TRGOVINU I PROIZVODNJU I USLUGE DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU BEOGRAD (GRAD) | Milk and milk products, eggs, natural honey | Bulevar Despota Stefana 115, Beograd (nbs 2009), 767452, office@scb.rs                         |                |
| MAJA PROMET DOO PREDUZEĆE ZA PROIZVODNJU I PROMET PČELINJIH I DRUGIH PROIZVODA BEOGRAD (VRAČAR)     | Milk and milk products, eggs, natural honey | Radoslava Grujića 21a, Beograd-Vračar, 2433 423, marina@majamed.com                            |                |
| PROIZVODNO TRGOVINSKO PREDUZEĆE ANIMAL COMMERCE DOO, BEOGRAD (NOVI BEOGRAD)                         | Milk and milk products, eggs, natural honey | BULEVAR ARSENIJA ČARNOJEVIĆA 54 A, Beograd-Novi Beograd, 113121013, animalcommerce@hotmail.com |                |
| PREDUZEĆE ZA SPOLJNU I UNUTRAŠNJU TRGOVINU FONTANA DOO BUKAREVAC                                    | Milk and milk products, eggs, natural honey | - -, Preševo, 1727648,   |                |
| SPASIĆ-FARM DOO DRUŠTVO ZA POLJOPRIVREDNU PROIZVODNJU ĆIĆEVAC                                       | Milk and milk products, eggs, natural honey | Grad Stalać /, Ćićevac, 806381,  | spasicfarm.com |
| PROIZVODNO-PROMETNO DRUŠTVO LJIN DOO, RAŠKA   | Milk and milk products, eggs, natural honey | IBARSKA 3, Raška, NULL,  |                |
| DRUŠTVO ZA PROIZVODNJU, TRGOVINU I USLUGE EURO LINE DOO KRAGUJEVAC                                  | Milk and milk products, eggs, natural honey | Dušana Mugoše 15, Kragujevac - grad, 34591415, dooeuroline@yahoo.com                           |                |
| PREDUZEĆE ZA PROIZVODNJU, PROMET I USLUGE BENI-KOMERC EKSPORT-IMPORT DOO SJENICA                    | Milk and milk products, eggs, natural honey | Jablanička 66, Sjenica, 71736741851, benikomerc@ptt.rs   |                |

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| PRIVREDNO DRUŠTVO ZA PROIZVODNJU UNUTRAŠNJU I SPOLJNU TRGOVINU LESKO EXPORT IMPORT DOO, POŽAREVAC | Milk and milk products, eggs, natural honey | ILIJE GOJKOVIĆA 5, Požarevac, 555101,  |                         |
| MEDIPOL PROIZVODNO-TRGOVINSKO PREDUZEĆE DOO, MIŠIĆEVO   | Milk and milk products, eggs, natural honey | Sarajevska 20, Subotica, NULL,   |                         |
| PREDUZEĆE ZA PROIZVODNJU, PRERADU I PAKOVANJE PČELINJIH PROIZVODA MED-HONEYDOO, VUČAK             | Milk and milk products, eggs, natural honey | Cara Lazara 8, Smederevo, 660460, med@med-honey.com                                      | www.med-honey.com       |
| NP PANIĆ TRADE DOO BEOGRAD  | Milk and milk products, eggs, natural honey | MILORADA JOVANOVIĆA 29, Beograd-Savski Venac, 3615170,                                   |                         |
| DUFY DOO BEOGRAD  | Milk and milk products, eggs, natural honey | Aerodrom Beograd 59, Beograd (nbs 2009), 011/2286-442, info@rs.dufy.com                  | www.dufy.com            |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU I TRGOVINU KOTLENIK-PROMET LAĐEVCI             | Milk and milk products, eggs, natural honey | Lađevci 540, Kraljevo, 36851400, office@kotlenik-promet.com                              | www.kotlenik-promet.com |
| DRUŠTVO ZA TRGOVINU, SPOLJNOTRGOVINSKI PROMET I USLUGE SILBO DOO, BEOGRAD (ZEMUN)                 | Milk and milk products, eggs, natural honey | MAJORA ZORANA RADOSAVLJEVIĆA 319M, Beograd-Zemun, 4003301, office@silbo.rs               | www.silbo.co.rs         |
| PREDUZEĆE ZA TRGOVINU I USLUGE ELTON CORPORATION DOO, BEOGRAD (SAVSKI VENAC)                      | Milk and milk products, eggs, natural honey | SANJE ŽIVANOVIĆA 28Д, Beograd-Savski Venac, 116555113, silvana.stankovic@elton-group.com |                         |

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| INSTITUT ZA PROUČAVANJE LEKOVITOG BILJA<br>DR JOSIF PANČIĆ BEOGRAD                       | Milk and milk products,<br>eggs, natural honey | Tadeuša Koščuška 1, Beograd-Stari<br>Grad, 113031650, institut@mocbilja.rs                            | www.mocbilja.rs      |
| PREDUZEĆE ZA PROIZVODNJU GEOGRAFSKIH<br>KARATA MAGIC MAP DOO, BEOGRAD (GRAD)             | Milk and milk products,<br>eggs, natural honey | Bulevar Arsenija Čarnojevića 41 / локал<br>2, Beograd (nbs 2009), 113554723,<br>mladenkacuk@gmail.com |                      |
| INDUSTRIJA SMRZNUTE HRANE FRIKOM DOO<br>BEOGRAD  | Vegetables, roots and<br>tubers to eat         | Zrenjaninski put 66, Beograd-Palilula,<br>112074134, office@frikom.rs                                 | www.frikom.rs        |
| MANJO DOO ZA TRGOVINU I USLUGE,EXPORT-<br>IMPORT, FUTOG                                  | Vegetables, roots and<br>tubers to eat         | Relje Savić 1-6, Novi Sad - grad, 896674,<br>info@manjo.rs  |                      |
| PLANTER DOO ŠABAC  | Vegetables, roots and<br>tubers to eat         | TRG ŠABAČKIH ŽRTAVA 1/3, Šabac,<br>322505, info@planter.rs  |                      |
| VAN DRUNEN FARMS EVROPA FABRIKA ZA<br>SUŠENJE ZAMRZAVANJEM DOO, BANATSKO<br>KARAĐORĐEVO  | Vegetables, roots and<br>tubers to eat         | Njegoševa 66, Žitište, 23835018,<br>info@vandrunen.rs   | www.vandrunen.rs     |
| SANDEX DOO ZA TRGOVINU, USLUGE I EXPORT-<br>IMPORT, NOVI ŽEDNIK                          | Vegetables, roots and<br>tubers to eat         | Petra Kočića 11, Subotica, 785354,<br>office@sandex.co.rs   | www.sandex.co.rs     |
| AKCIONARSKO DRUŠTVO VOČAR PROIZVODNJA,<br>PRERADA, PROMET, EXPORT-IMPORT<br>SVILAJNAC    | Vegetables, roots and<br>tubers to eat         | Kneza Miloša 3, Svilajnac,<br>116591822643378,<br>vocarbeograd@gmail.com                              |                      |
| RATARSKO-STOČARSKA I INDUSTRIJSKA<br>PROIZVODNJA I USLUŽNE DELATNOSTI AGROS<br>DOO OPOVO | Vegetables, roots and<br>tubers to eat         | Ribarska 2, Opovo, 681146,<br>agrosadopovoopovo@gmail.com   | www.agrosopovo.co.rs |

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| PRIVREDNO DRUŠTVO ZA PROIZVODNJU I PROMET LEKOVITOG BILJA I ETARSKIH ULJA HERBA DOO BEOGRAD (ZVEZDARA) | Vegetables, roots and tubers to eat | Ustanička 194/1 sprat kanц.2-5, Beograd-Zvezdara, 113471147, office@herba.rs |                   |
| PETEFI DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA POLJOPRIVREDNU PROIZVODNJU, PROMET I USLUGE, TEMERIN     | Vegetables, roots and tubers to eat | Čuruški put 66, Temerin, 841200841400,                                       |                   |
| PROIZVODNO-TRGOVINSKO DRUŠTVO JUGOTREJD DOO, ARILJE  | Vegetables, roots and tubers to eat | Trešnjevica 66, Arilje, 890058, office@yugotrejd.rs                          | www.yugotrejd.biz |
| PRIVATNO PREDUZEĆE ZA UNUTRAŠNJU I SPOLJNU TRGOVINU KRŠA-TREJD DOO, BEOGRAD (ČUKARICA)                 | Vegetables, roots and tubers to eat | Kraljice Katarine 63, Beograd-Čukarica, 3118107, krsha@beotel.rs             |                   |
| PREDUZEĆE ZA PROIZVODNJU, SPOLJNOTRGOVINSKI I UNUTRAŠNJI PROMET T-PAM DOO RUSKI KRSTUR                 | Vegetables, roots and tubers to eat | Ive Lole Ribara 57, Kula, 703231, malacko@ptt.rs                             | www.t-pam.rs      |
| BIOPRODUKT DOO PRIVREDNO DRUŠTVO ZA PROIZVODNJU, OBRADU, PAKOVANJE I PROMET SEMENA ČAČAK               | Vegetables, roots and tubers to eat | Jaše Prodanovića 4 / 9, Čačak, 223275032223656, bioca@eunet.rs               |                   |
| PREDUZEĆE ZA INŽENJERING, PROJEKTOVANJE I ELEKTRO-IZVOĐAČKE RADOVE BOMA-ELEKTRO DOO VALJEVO            | Vegetables, roots and tubers to eat | DOKTORA PANTIĆA 57/1, Valjevo, 638189017, dinaricatartufi@yahoo.com          |                   |



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| PRIVREDNO DRUŠTVO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU I USLUGE AMAN DOO SURČIN                                 | Vegetables, roots and tubers to eat          | Vinogradska 52a, Beograd-Surčin, 112260556, nemanja.petrovic@aman.co.rs        | www.aman.co.rs    |
| PROIZVODNO-TRGOVINSKO PREDUZEĆE MLADOST DOO LESKOVAC  | Vegetables, roots and tubers to eat          | SVETOILIJSKA 108, Leskovac, 16216488, mladostle@yahoo.com                      |                   |
| PREDUZEĆE ZA UNUTRAŠNJU I SPOLJNU TRGOVINU MORPHO DOO, BEOGRAD (NOVI BEOGRAD)                               | Vegetables, roots and tubers to eat          | Milentija Popovića 32 A, Beograd-Novi Beograd, 3115907, office@morpho.rs       | www.morpho.rs/    |
| PREDUZEĆE ZA PROIZVODNJU I TRGOVINU SEMENARNA DOO NIŠ   | Vegetables, roots and tubers to eat          | BULEVAR NIKOLE TESLE 9, Niš-Crveni Krst, 18200544, biljana.zeljko@semenarna.rs | www.semenarna.rs  |
| PROGRES D.O.O. PREDUZEĆE ZA PROIZVODNJU, UNUTRAŠNJU I SPOLJNU TRGOVINU I USLUGE NOVI SAD                    | Vegetables, roots and tubers to eat          | Rumenački put 30, Novi Sad - grad, 2518735, info@pekarskicentar.rs             |                   |
| TRIVIT-PEK PEKARSKA INDUSTRIJA AD, VRBAS  | Vegetables, roots and tubers to eat          | Kulski put 66, Vrbas, 704873,  | www.trivitpek.net |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU I TRGOVINU STANIĆ, ARILJE                                | Fruit for food; corn or melon and watermelon | Vojvode Stepe 66, Arilje, 891760894587, druk1992@yahoo.com                     |                   |
| PREDUZEĆE ZA PROIZVODNJU, PRERADU I PROMET KUKURUZA I OSTALIH RATARSKIH KULTURA HIBRID DOO BEOGRAD (VRAČAR) | Fruit for food; corn or melon and watermelon | Cara Nikolaja II 82-84, Beograd-Vračar, 24421722458455, office@hibrid.rs       | www.hibrid.rs     |
| PROIZVODNO-TRGOVINSKO DRUŠTVO JUGOTREJD DOO, ARILJE   | Fruit for food; corn or melon and watermelon | Trešnjevica 66, Arilje, 890058, office@jugotrejd.rs                            | www.yugotrejd.biz |

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| POLJOPRIVREDNO PREDUZEĆE EURO FRIGO DOO POŽEGA  | Fruit for food; corn or melon and watermelon | Prudovi 66, Požega, 815583031825020,                                 |                      |
| PLANTER DOO ŠABAC   | Fruit for food; corn or melon and watermelon | TRG ŠABAČKIH ŽRTAVA 1/3, Šabac, 322505, info@planter.rs              |                      |
| AKCIONARSKO DRUŠTVO VOČAR PROIZVODNJA, PRERADA, PROMET, EXPORT-IMPORT SVILAJNAC                         | Fruit for food; corn or melon and watermelon | Kneza Miloša 3, Svilajnac, 116591822643378, vocarbeograd@gmail.com   |                      |
| AKCIONARSKO DRUŠTVO GALENIKA-FITOFARMACIJA ZA PROIZVODNJU HEMIKA LIJA ZA POLJOPRIVREDU, BEOGRAD (ZEMUN) | Fruit for food; corn or melon and watermelon | BATAJNIČKI DRUM 66, Beograd-Zemun, 3072302, nikolic@fitofarmacija.rs | www.fitofarmacija.rs |
| PREDUZEĆE ZA PROIZVODNJU, TRGOVINU I KONSALTING OLIVA FOOD D.O.O. BEOGRAD (STARI GRAD)                  | Fruit for food; corn or melon and watermelon | Svetogorska 22, Beograd-Stari Grad, 3341535, olivaf@yubc.net         |                      |
| PREDUZEĆE ZA PROIZVODNJU, PROMET I USLUGE RIVAMIL DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU BOGOJEVIĆI        | Fruit for food; corn or melon and watermelon | Naselje Bogojevići 66, Arilje, 895377,                               |                      |
| PREDUZEĆE ZA PROIZVODNJU I PROMET 'DUX' EKSPORT-IMPORT D.O.O. LESKOVAC                                  | Fruit for food; corn or melon and watermelon | BULEVAR OSLOBOĐENJA 1/12, Leskovac, NULL,                            |                      |
| PREDUZEĆE ZA PRERADU I PROMET POLJOPRIVREDNIH I ŠUMSKIH PROIZVODA INTERFOOD 60 D.O.O. ČAČAK             | Fruit for food; corn or melon and watermelon | MILUTINA MANDIĆA 19, Čačak, 373533373433, interfood@sezampro.rs      | www.interfood.co.rs  |

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| PRIVREDNO DRUŠTVO ZA PRERADU I PROMET<br>POLJOPRIVREDNIH I ŠUMSKIH PROIZVODA<br>INTERFOOD 20 DOO, LJIG                                     | Fruit for food; corn or<br>melon and watermelon | Ravnogorska 66, Ljig, NULL,<br>interfood20@ljig.net                 |  |
| PREDUZEĆE ZA TRGOVINU I USLUGE TIBI TRADE<br>DOO, BEOGRAD (VOŽDOVAC)   | Fruit for food; corn or<br>melon and watermelon | Kostolačka 60, Beograd-Voždovac,<br>3971565,                        |  |
| PRIVREDNO DRUŠTVO ZA PROIZVODNJU<br>TRGOVINU NA VELIKO I MALO I USLUGE JR<br>TEMPO FOODS DRUŠTVO SA OGRANIČENOM<br>ODGOVORNOŠĆU, PLANINICA | Fruit for food; corn or<br>melon and watermelon | Planinica 66, Trstenik, 725504,                                     |  |
| ADS-INTERKOMERC DOO ZA TRGOVINU I<br>USLUGE NOVI SAD   | Fruit for food; corn or<br>melon and watermelon | CARA JOVANA NENADA 2, Novi Sad -<br>grad, 614999, adsinter@eunet.rs |  |
| PREDUZEĆE ZA PROIZVODNJU PROMET I<br>USLUGE TOPOLA-KOMERC DOO TOPOLA<br>(VAROŠICA)   | Fruit for food; corn or<br>melon and watermelon | KARAĐORĐEVA 9, Topola, 811425,                                      |  |
| DRUŠTVO SA OGRANIČENOM<br>ODGOVORNJOŠĆU ZA PROIZVODNJU I<br>TRGOVINU MILSA NIŠ   | Fruit for food; corn or<br>melon and watermelon | Ozrenska 64, Niš (nbs), 18215371,<br>milsa1986@gmail.com            |  |
| PROIZVODNO-TRGOVINSKO PREDUZEĆE<br>MLADOST DOO LESKOVAC  | Fruit for food; corn or<br>melon and watermelon | SVETOILIJSKA 108, Leskovac, 16216488,<br>mladostle@yahoo.com        |  |
| PRIVREDNO DRUŠTVO ZA OTKUP PROMET I<br>USLUGE DEVČA PROMET DOO DEVČA   | Fruit for food; corn or<br>melon and watermelon | DEVČA 66, Merošina, 899236,   |  |

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| RIT DOO ZA POLJOPRIVREDNU PROIZVODNJU ČOKA  | Fruit for food; corn or melon and watermelon | Potiska 59, Čoka, NULL,  |                     |
| DELTA AGRAR DOO BEOGRAD (NOVI BEOGRAD)  | Crops  | AUTOPUT ZA ZAGREB 35, Beograd-Novi Beograd, 112012410, danijela.pantic@deltaagrar.rs       |                     |
| MK COMMERCE DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA TRGOVINU USLUGE I HOLDING POSLOVE NOVI SAD | Crops  | Trg Marije Trandafil 7, Novi Sad - grad, 4878418, info@mkcommerce.co.rs                    | www.mkgroup.co.rs   |
| KONZUL PREDUZEĆE ZA SPOLJNU I UNUTRAŠNJU TRGOVINU DOO NOVI SAD                                | Crops  | Stevana Musića 1, Novi Sad - grad, +381 (0)21 489 86 55, office@konzul.rs;srecko@konzul.rs | www.konzul.rs       |
| AGROGLOBE DRUŠTVO S OGRANIČENOM ODGOVORNOŠĆU ZA TRGOVINU NA VELIKO NOVI SAD                   | Crops  | BULEVAR OSLOBOĐENJA 60, Novi Sad - grad, 4894300, office@agroglobe.rs                      | www.agroglobe.co.rs |
| FINKOM DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROMET I USLUGE, SOMBOR                         | Crops  | Vojvođanska 17, Sombor, 440864, sakotic@sbb.rs   |                     |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA TRGOVINU, PROIZVODNJU I USLUGE GRANEXPORT PANČEVO      | Crops  | LUKA DUNAV 5, Pančevo, 132190090, office@granexport.rs                                     |                     |
| AGRO-MIL DOO ZA TRGOVINU USLUGE I POSREDOVANJE, NOVI SAD                                      | Crops  | Futoška 1/a/507, Novi Sad - grad, 549250,  |                     |

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| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU POLJOPRIVREDNIH PROIZVODA, TRANSPORT I USLUGE ALMEX PANČEVO | Crops | Jabučki put 82, Pančevo, 13306513, almex@almex.rs;nemanja.mitrovic@almex.rs | www.almex.rs     |
| ULJARICE-BAČKA PREDUZEĆE ZA POLJOPRIVREDNU PROIZVODNJU KOOPERACIJU I PROMET DOO NOVI SAD                       | Crops | RUMENAČKA 1, Novi Sad - grad, 214803900, office@uljaricebacka.com           |                  |
| PROIZVODNO TRGOVINSKO PREDUZEĆE DOO ALBATROS MM, ŠID   | Crops | Cara Dušana 58, Šid, 711943711943, mitinmlin@gmail.com                      |                  |
| GEBI PROIZVODNO-TRGOVINSKO DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU PO ČANTAVIR                                     | Crops | Maršala Tita 46, Subotica, 024782176/c, office@gebi.rs;denes@gebi.rs        | www.gebi.rs      |
| AKCIONARSKO DRUŠTVO ŽITOSREM INĐIJA  | Crops | Vojvode Putnika 2, Inđija, 561411, info@zitosrem.rs                         | www.zitosrem.rs  |
| DRUŠTVO ZA PROIZVODNJU TRGOVINU I USLUGE DINARA DOO SREMSKA MITROVICA  | Crops | Stari šor 102, Sremska Mitrovica, 224394, dinarasm@eunet.rs                 |                  |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA POLJOPRIVREDNU PROIZVODNJU, SALAŠ                                       | Crops | Maršala Tita 106, Zaječar, 470105,  |                  |
| ZEMLJORADNIČKA ZADRUGA BAĆO VRBAS  | Crops | Milivoja Čobanskog 164, Vrbas, 702423,                                      |                  |
| ZEMLJORADNIČKA ZADRUGA MRKŠIĆEVI SALAŠI, SRPSKI ITEBEJ   | Crops | Miloša Crnjanskog 66, Žitište, 837011837226, vesna.mrksic@msalasi.com       | www.msalasi.com/ |

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| TRIVIT-PEK PEKARSKA INDUSTRIJA AD, VRBAS                              | Crops | Kulski put 66, Vrbas, 704873,  | www.trivitpek.net |
| HEMO-LAB DOO ZA TRGOVINU NA VELIKO I MALO EXPORT-IMPORT SUBOTICA      | Crops | Petrinjska 6 A, Subotica, NULL, lukicnem@yunord.net                  |                   |
| MEŠOVITO PREDUZEĆE ZA TRGOVINU I USLUGE KIMBY-CO DOO, BEOGRAD (ZEMUN) | Crops | Batajnički drum 16. deo 8, Beograd-Zemun, 3167580, kimbyco@gmail.com |                   |
| TOPTHERM DOO ZA PROIZVODNJU, PROMET I USLUGE, BEČEJ                   | Crops | Zanatska 3, Bečej, 811963, office@hoval.rs                           |                   |

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/ association | Types of agro-food products   | Contact info<br>(name, organization, address, email, telephone number, website)  | Website<br>(URL)   |
|-------------------------------|---|--|--|
| DELHAIZE Srbija               | Delhaize Serbia D.O.O. operates a chain of supermarkets that offer domestic and foreign products under brands Maxi, Tempo and Shop and Go. The merged company currently operates about 210 supermarkets in Serbia under its Maxi brand, 12 Tempo hypermarkets and 253 Shop & Go convenience stores. | Jurija Gagarina 14, 11070 Beograd, Srbija<br>Phone: +381 11 715 3400<br>Fax: +381 11 715 3910<br>E-mail: <a href="mailto:office@delhaize.rs">office@delhaize.rs</a><br>TEMPO COMPANY DOO BEOGRAD)<br>Mihaila Radosavljevića 30ž, 11080 Zemun | <a href="http://www.maxi.rs">www.maxi.rs</a><br><a href="http://www.tempo.rs">www.tempo.rs</a> |

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

|                    |  |   |   |
|--------------------|--|---|---|
|                    |  | Phone: +381(0)11 718 74 32<br><a href="mailto:office@tempo.rs">office@tempo.rs</a>  |   |
| Mercator/Roda/Idea | Mercator-S, as part of the Agrokor business group, comprises of more than 300 IDEA stores, 35 Roda megastores, 2 Mercator centres, 4 Velpro centres and one HoReCa establishment.                              | Bulevar umetnosti 4, 11000 Belgrade, Serbia<br>Phone +381 11 2202 600<br><a href="mailto:office@mercator.rs">office@mercator.rs</a>                         | <a href="http://www.mercator.rs">http://www.mercator.rs</a>   |
| DIS                | DIS is the largest domestic trade chain with 26 markets and over 420 franchise partners. In its 26 markets, DIS has a total sales area of 85.200 m <sup>2</sup>  | Autoput 18 (Zmaj Shopping Park<br>11080 Beograd<br><a href="mailto:info@dis.rs">info@dis.rs</a>   | <a href="http://www.dismarket.rs">http://www.dismarket.rs</a> <a href="https://www.dis.rs/">https://www.dis.rs/</a> |
| AMAN               | Aman Company Ltd. was founded in Belgrade in 1992 and since then its main business has been trading and providing services for customers. It has more than 180 supermarkets all over the country               | Vinogradska 52A, 11271 Surčin, Srbija<br>Phone- +38111/2260556<br>/+38111/2260557   | <a href="http://www.aman.co.rs">http://www.aman.co.rs</a>   |
| UNIVEREXPORT       | Univerexport is a part of UNIVEREXPORT Group that currently operates 136 stores of different formats, mainly in the northern Serbian province of Vojvodina. They have also stores under the brand Trgopromet.  | Sentandrejski put 165, 21000 Novi Sad<br>Phone- +38121 4870 200<br><a href="mailto:korisnicki.servis@univerexport.rs">korisnicki.servis@univerexport.rs</a> | <a href="https://univerexport.rs">https://univerexport.rs</a>   |
| GOMEX              | Gomex d.o.o. is a trading company based in Zrenjanin and it is one of the regional leaders in the field of wholesale and retail of consumer goods. Currently, its retail chain has over 150 retail facilities. | Beogradski put bb, 23000 Zrenjanin<br>Phone- +38123 315 02 30<br>Fax: +38123 524 010<br><a href="mailto:kontakt@gomex.rs">kontakt@gomex.rs</a>              | <a href="https://www.gomex.rs/">https://www.gomex.rs/</a>   |
| METRO              | Metro Cash & Carry Serbia is part of the leading international METRO AG company ( <a href="http://www.metroag.de">www.metroag.de</a> ) operating in 35 countries and employing more than                       | Autoput za Novi Sad 120, 11000 Beograd<br>Phone-+38111/3777-280   | <a href="https://www.metro.rs">https://www.metro.rs</a>   |

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|                | <p>150,000 people worldwide. The company has been operating on the Serbian market since 2005, and today there are Cash &amp; Carry centres in Belgrade (Krnjača, Zemun and Vidikovac), Niš, Kragujevac, Požarevac, Šabac, Novi Sad and Palić.</p> <p>As a support to business and professionals in the field of catering, in 2012, the unique and state-of-the-art HoReCa Centre was opened at Vidikovac (Belgrade), which serves for the education and training of caterers<br/>(<a href="https://www.metro.rs/informacije/horeca-center-beograd">https://www.metro.rs/informacije/horeca-center-beograd</a>).</p> |   |   |
| QVATRO DISKONT | <p>Company Qvattro Company was founded in 2001. Their main business is retail, they currently operate with 39 shops, offering mainly domestic products.</p>   | <p>Vinogradska 283b, Novi Beograd<br/><a href="mailto:office@qvattro.rs">office@qvattro.rs</a><br/>Phone- +38111/31-897-39</p>        | <a href="http://www.prodavnicasunce.rs">http://www.prodavnicasunce.rs</a>         |
| PerSu          | <p>Persu Markets are one of the leading retail chains in the territory of Vojvodina. The company was founded in 1997, while today, Persu markets operate in over 120 retail stores, and employs over 700 workers.</p>   | <p>Bulevar kralja Petra I, Novi Sad<br/>Phone +38164 8402325<br/><a href="mailto:bb.officezr@gmail.com">bb.officezr@gmail.com</a></p> | <a href="http://www.persu.rs">http://www.persu.rs</a>                             |
| SuperVero      | <p>VEROPOULOS Supermarkets started their activities in Serbia in 2002., by opening their first supermarket of 2000m<sup>2</sup>. Today, they have 6 supermarkets.</p>   | <p>Bul. Milutina Milankovica 86A, Novi Beograd<br/>Phone +38111/3119-111</p>  | <a href="http://www.supervero.rs/sr_RS">http://www.supervero.rs/sr_RS</a>         |
| Lidl           | <p>A modern discount chain with variety food products..</p>   | <p>Obrenovacki drum 1, Belgrade 173410<br/>Phone- +38110800 191199</p>  | <a href="https://www.lidl.rs/sr/index.htm#">https://www.lidl.rs/sr/index.htm#</a> |



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|  |   | <a href="mailto:posta@lidl.rs">posta@lidl.rs</a>   |   |
| SOULFOOD   | Founded in 2005 - one of the leading distributors of alcoholic and non-alcoholic beverages in the territory of Belgrade | Zrenjaninski put 84/32,<br>Phone: +38111/3319-396<br>Fax: +38111/2710-900<br><a href="mailto:office@soulfood.co.rs">office@soulfood.co.rs</a>            | <a href="http://www.soulfood.co.rs">http://www.soulfood.co.rs</a> |
| NEOPLANTA INDUSTRIJA MESA DOO NOVI SAD   | Meat and edible products of slaughter industry  | Primorska 90, Novi Sad - grad, 216412122,<br><a href="mailto:vasilic.s@neoplanta.co.rs">vasilic.s@neoplanta.co.rs</a>                                    | <a href="http://www.neoplanta.co.rs">www.neoplanta.co.rs</a>      |
| ZLATIBORAC PREDUZEĆE ZA PROIZVODNJU, PROMET I USLUGE DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU, BEOGRAD (ČUKARICA) | Meat and edible products of slaughter industry  | Mojkovačka 58, Beograd-Čukarica, 381 11 6355563 381 64 819 3886,<br><a href="mailto:milica.damjanovic@zlatiborac.rs">milica.damjanovic@zlatiborac.rs</a> | <a href="http://www.zlatiborac.rs">www.zlatiborac.rs</a>          |
| PREDUZEĆE ZA PROIZVODNJU MESNIH PROIZVODA I KONZERVU YUHOR-EXPORT AD JAGODINA                                | Meat and edible products of slaughter industry  | Kablovska 66, Jagodina, 035/200-349,<br><a href="mailto:snezana.pesic@yuhor.rs">snezana.pesic@yuhor.rs</a>   | <a href="http://www.yuhor.rs">www.yuhor.rs</a>                    |
| MISACO DOO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU, BEOGRAD (STARI GRAD)  | Meat and edible products of slaughter industry  | MARŠALA BIRJUZOVA 3/8, Beograd-Stari Grad, 112621609, <a href="mailto:finansije@misaco.rs">finansije@misaco.rs</a>                                       |   |
| Perutnina Ptuj-Topiko d.o.o.   | Meat and edible products of slaughter industry  | PETEFI BRIGADE 2, Bačka Topola, 715855,<br><a href="mailto:office@perutnina.rs">office@perutnina.rs</a>  | <a href="http://www.topikoad.com">www.topikoad.com</a>            |
| NIT EXPORT-IMPORT DOO, SUBOTICA  | Meat and edible products of slaughter industry  | Kumanovska 7/II-11, Subotica, 552134,<br><a href="mailto:office@nitsu.co.rs">office@nitsu.co.rs</a>  |   |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA TRGOVINU NA VELIKO I MALO I OSTALE DELATNOSTI PAVLOVIĆ SUPSKA         | Meat and edible products of slaughter industry  | SUPSKA BB, Čuprija, 441175,  |   |

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| PRIVREDNO DRUŠTVO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU I USLUGE AMAN DOO SURČIN                               | Meat and edible products of slaughter industry | Vinogradska 52a, Beograd-Surčin, 112260556, nemanja.petrovic@aman.co.rs        | www.aman.co.rs        |
| PRIVREDNO DRUŠTVO ZA PROIZVODNJU, PRERADU I PROMET MESA GOMBIT DOO BEOGRAD (ZEMUN)                        | Meat and edible products of slaughter industry | Vojni put 270A/II, Beograd-Zemun, 150092, office@gombit.com                    |                       |
| PREDUZEĆE ZA PROIZVODNJU, PROMET, POSREDOVANJE I ZASTUPANJE TRAMPEX EXPORT-IMPORT DOO, BEOGRAD (PALILULA) | Meat and edible products of slaughter industry | Cvijićeva 60/I, Beograd-Palilula, 3240185, trampex@trampex.rs                  |                       |
| PRIVREDNO DRUŠTVO TRGOVINA LILIĆ DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ŠAPINE                               | Meat and edible products of slaughter industry | Oslobođenja 66, Malo Crniće, 268288268010,                                     | www.trgovinalilic.com |
| PROIZVODNO I TRGOVINSKO PREDUZEĆE DIS DOO KRNJEVO   | Meat and edible products of slaughter industry | Bulevar Oslobođenja 16, Velika Plana, 26330100,                                |                       |
| PROIZVODNO-TRGOVINSKO PRIVREDNO DRUŠTVO MENEX DOO KRUŠEVAC  | Meat and edible products of slaughter industry | TRG DESPOTA STEFANA 24, Kruševac, 421468442251441000, info@menex.rs            |                       |
| SIND PREDUZEĆE ZA PROIZVODNJU I PROMET ROBA I USLUGA DOO CEROVAC  | Meat and edible products of slaughter industry | Mala Vranjska 66, Šabac, 212212, sind@ptt.rs                                   |                       |
| SAM DOO, PRIVREDNO DRUŠTVO ZA PROIZVODNJU I TRGOVINU PIROT  | Meat and edible products of slaughter industry | Nikole Pašića 85, Pirot, 22049310196, office@sam.co.rs                         |                       |
| UNIVEREXPORT EXPORT-IMPORT DOO NOVI SAD   | Meat and edible products of slaughter industry | SENTANDREJSKI PUT 165, Novi Sad - grad, 021420144/c, marketing@univerexport.rs | www.univerexport.rs   |

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| PRIVREDNO DRUŠTVO ZA PROIZVODNJU PAKOVANJE UNUTRAŠNJU I SPOLJNU TRGOVINU UNIJAPAK DOO NIŠ  | Meat and edible products of slaughter industry | BULEVAR SVETOG CARA KONSTANTINA 80-86, Niš-Mediana, 18236367, ljubisa.manic@unijapak.rs  | www.unijapak.rs        |
| PREDUZEĆE ZA PROIZVODNJU, TRGOVINU I USLUGE SUPERLAB DOO BEOGRAD (NOVI BEOGRAD)  | Meat and edible products of slaughter industry | Milutina Milankovića 25, Beograd-Novi Beograd, 2222222, superlab@eunet.rs                | www.super-lab.com      |
| INSTITUT ZA HIGIJENU I TEHNOLOGIJU MESA  | Meat and edible products of slaughter industry | KAĆANSKOG 13, Beograd-Savski Venac, 2650655, institut@inmesbgd.com                       | www.inmesbgd.com       |
| DRUŠTVO ZA SAKUPLJANJE, PRIMARNU PRERADU I PROMET SEKUNDARNIH SIROVINA MITECO-KNEŽEVAC DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU, BEOGRAD (RAKOVICA) | Meat and edible products of slaughter industry | OSLOBOĐENJA 39, Beograd-Rakovica, 381 11 3564 200, info@miteco.rs                        | www.miteco.rs          |
| INDUSTRIJA SMRZNUTE HRANE FRIKOM DOO BEOGRAD   | Milk and milk products, eggs, natural honey    | Zrenjaninski put 66, Beograd-Palilula, 112074134, office@frikom.rs                       | www.frikom.rs          |
| SOKO ŠTARK D.O.O. BEOGRAD  | Milk and milk products, eggs, natural honey    | Bulevar Peka Dapčevića 29, Beograd-Voždovac, 3956000, matjaz.vodopivec@atlanticgrupa.com | www.stark.rs           |
| DOO ZA PRERADU I KONZERVIRANJE MLEKA MLEKARA, LESKOVAC   | Milk and milk products, eggs, natural honey    | TEKSTILNA 97, Leskovac, 248-415, mlekaraleskovac@open.telekom.rs                         | www.mlekaraleskovac.rs |
| DIJAMANT AKCIONARSKO DRUŠTVO ZA PROIZVODNJU ULJA, MASTI I MARGARINA ZRENJANIN  | Milk and milk products, eggs, natural honey    | Temišvarski drum 14, Zrenjanin, 23551050, office@diamant.rs                              |                        |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU ZA PROIZVODNJU, PROMET I USLUGE  | Milk and milk products, eggs, natural honey    | Autoput Beograd - Novi Sad 1006, Beograd-Zemun, 3771700, unisol@unisol.biz               | www.unisolgroup.biz    |

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| UNISOL BEOGRAD  |   |  |                      |
| DRUŠTVO ZA PRERADU MLEKA SA OGRANIČENOM ODGOVORNOŠĆU MLEKOPRODUKT ZRENJANIN                       | Milk and milk products, eggs, natural honey | Temišvarski drum 24, Zrenjanin, 540830, biser@mlekoprodukt.com               | www.mlekoprodukt.com |
| MLEKARA ŠABAC AKCIONARSKO DRUŠTVO Šabac   | Milk and milk products, eggs, natural honey | Krsmanovača 66, Šabac, 332977, office@mlekara.farmakom.co.rs                 | www.farmakommb.com   |
| PRIVREDNO DRUŠTVO ZA PROIZVODNJU UNUTRAŠNJU I SPOLJNU TRGOVINU LESKO EXPORT IMPORT DOO, POŽAREVAC | Milk and milk products, eggs, natural honey | ILIJE GOJKOVIĆA 5, Požarevac, 555101,  |                      |
| PRIVREDNO DRUŠTVO ZA POSLOVNE USLUGE MERCATOR-S DOO, NOVI SAD                                     | Milk and milk products, eggs, natural honey | Temerinski put 50, Novi Sad - grad, 214888200, office.mtjve@mercator.rs      |                      |
| PRIVREDNO DRUŠTVO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU I USLUGE AMAN DOO SURČIN                       | Milk and milk products, eggs, natural honey | Vinogradska 52a, Beograd-Surčin, 112260556, nemanja.petrovic@aman.co.rs      | www.aman.co.rs       |
| PRIVREDNO DRUŠTVO ZA TRGOVINU I PROIZVODNJU HEMIJSKIH PROIZVODA INTERALLIS CHEMICALS DOO BEOGRAD  | Milk and milk products, eggs, natural honey | NEZNANOG JUNAKA 27 A, Beograd-Savski Venac, 3679230, serbia@interallis.com   | www.interallis.com   |
| TAKTIK PREDUZEĆE ZA TRGOVINU D.O.O. BEOGRAD (NOVI BEOGRAD)  | Milk and milk products, eggs, natural honey | SURČINSKI PUT 1 E, Beograd-Zemun, 613546/ 3162684/ 2100000, office@taktik.rs | www.taktik.co.rs     |
| DRUŠTVO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU Z.I.M. COMPANY, D.O.O. LEŠTANE                           | Milk and milk products, eggs, natural honey | Kružni put 214, Beograd-Grocka, 8063331,                                     |                      |

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| DESING DOO BEOGRAD   | Milk and milk products, eggs, natural honey    | PARTIZANSKE AVIJACIJE 18 A, Beograd-<br>Novi Beograd, 3619634, office@desing.rs                        | www.desing.rs                 |
| PREDUZEĆE ZA PROMET ROBE I<br>USLUGA KENDY LTD DOO,<br>BEOGRAD (ZEMUN)   | Milk and milk products, eggs, natural<br>honey | Majora Zorana Radosavljevića 323 a,<br>Beograd-Zemun, 8486892,<br>kendy@eunet.rs                       |                               |
| DOEHLER DOO BEOGRAD  | Milk and milk products, eggs, natural<br>honey | Autoput 22, Beograd-Stari Grad, 3149047,<br>mailbox.rs@doehler.com                                     |                               |
| ZLATIBORAC PREDUZEĆE ZA<br>PROIZVODNJU, PROMET I USLUGE<br>DRUŠTVO SA OGRANIČENOM<br>ODGOVORNOŠĆU, BEOGRAD<br>(ČUKARICA) | Milk and milk products, eggs, natural<br>honey | Mojkovačka 58, Beograd-Čukarica, 381 11<br>6355563 381 64 819 3886,<br>milica.damjanovic@zlatiborac.rs | www.zlatiborac.rs             |
| PREDUZEĆE ZA PROMET<br>PROIZVODNJU I USLUGE ARUM<br>DOO, BEOGRAD (ZEMUN)   | Milk and milk products, eggs, natural<br>honey | Borhesova 31, Beograd-Zemun,<br>113774705, info@arum.rs  |                               |
| DANIEL I SLAVIŠA TODOROVIĆ<br>DOO, RAŽANJ  | Milk and milk products, eggs, natural<br>honey | Svetog Save 4, Ražanj, 37841006,<br>slavisa@ptt.rs   |                               |
| BIOMLEK DOO PRIBOJ   | Milk and milk products, eggs, natural<br>honey | Sastavci 66, Priboj, ,   |                               |
| PREDUZEĆE ZA PROIZVODNJU,<br>PROMET I USLUGE ACIKO-KOMERC<br>DOO, KOVANLUK   | Vegetables, roots and tubers to eat            | Beranova 17a, Kraljevo, 372459,  | www.acikokomerc.co<br>m       |
| GENEZA DOO ZA PROIZVODNJU<br>SPOLJNU I UNUTRAŠNJU<br>TRGOVINU KANJIŽA  | Vegetables, roots and tubers to eat            | Vuka Karadžića 66, Kanjiža, 24874987,<br>geneza@geneza.rs  | www.geneza.rs                 |
| SIROGOJNO COMPANY DRUŠTVO<br>SA OGRANIČENOM<br>ODGOVORNOŠĆU SIROGOJNO  | Vegetables, roots and tubers to eat            | 31207 Sirogojno 66, Čajetina,<br>802011512771, office@sirogojno-<br>company.com                        | www.sirogojno-<br>company.com |

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| SAVACOOP DRUŠTVO SA<br>OGRANIČENOM ODGOVORNOŠĆU<br>ZA UNUTRAŠNJU I SPOLJNU<br>TRGOVINU, NOVI SAD   | Vegetables, roots and tubers to eat | Teodora Mandića 9, Novi Sad - grad,<br>4432170216339520, info@savacoop.rs           |                    |
| PREDUZEĆE ZA TRGOVINU MERLINI<br>DOO ALEKSANDROVAC   | Vegetables, roots and tubers to eat | Gornji Vratari /, Aleksandrovac,<br>752613746090, efis@ptt.rs                       |                    |
| DRUŠTVO SA OGRANIČENOM<br>ODGOVORNOŠĆU ZA<br>PROIZVODNJU, DORADU I PROMET<br>BIOFLORA ČAČAK  | Vegetables, roots and tubers to eat | Čačanski partizanski odred 4, Čačak,<br>224776, bioflora@yu1.net                    |                    |
| PREDUZEĆE ZA OTKUP PRERADU I<br>PROMET ŠUMSKIH PLODOVA VOĆA<br>I POVRĆA EKSPORT-IMPORT<br>FUNGO-JUG DOO, LESKOVAC  | Vegetables, roots and tubers to eat | UČITELJA JOSIFA 1/6, Leskovac, 241-940,<br>fungogroup@gmail.com                     | www.fungojug.com   |
| LUČIĆ-PRIGREVICA AD NOVI SAD   | Vegetables, roots and tubers to eat | Ilije Vučetića 7, Novi Sad - grad, 822545,<br>sonja@lucic.rs                        |                    |
| PROIZVODNO I TRGOVINSKO<br>PREDUZEĆE DIS DOO KRNJENO   | Vegetables, roots and tubers to eat | Bulevar Oslobođenja 16, Velika Plana,<br>26330100,                                  |                    |
| PREDUZEĆE ZA DORADU I PROMET<br>POLJOPRIVREDNIH PROIZVODA<br>PACKING-TRADE MEZOGAZDASAGI<br>TERMENYKET FELDOLGOZO ES<br>FORGALMAZO VALLALAT DOO -<br>K.F.T. , SUBOTICA | Vegetables, roots and tubers to eat | Segedinski put 78, Subotica, 244100010,   |                    |
| AGROPANONKA MTZ FINKE DOO<br>EXPORT IMPORT NOVI SAD  | Vegetables, roots and tubers to eat | Filipa Višnjića 10, Novi Sad - grad,<br>5248440214723530,<br>office@agropanonka.com | www.agropanonka.rs |

|  |  |   |                |
|--|--|---|----------------|
| Takovo društvo Gornji Milanovac  | Vegetables, roots and tubers to eat          | N. H. Radovana Grkovića 20, Gornji Milanovac, 771300, misko.jovicic@takovo.rs | www.takovo.rs  |
| BOMA PREDUZEĆE ZA ZASTUPANJE USLUGE I PROMET DOO, BEOGRAD (PALILULA)                               | Vegetables, roots and tubers to eat          | ČARLIJA ČAPLINA 39, Beograd-Palilula, 3030838, office@boma.rs                 | www.boma.co.rs |
| D O O MA KO SPOLJNA TRGOVINA TRGOVINA NA VELIKO I MALO SOMBOR                                      | Vegetables, roots and tubers to eat          | DR ĐORĐA LAZIĆA 12, Sombor, 350189,   |                |
| PRIVREDNO DRUŠTVO ALVASARI DOO BEOGRAD (VOŽDOVAC)  | Vegetables, roots and tubers to eat          | Ustanička 64/X, Beograd-Voždovac, 3442356,                                    |                |
| AGRO-FRICC DOO ZA PROIZVODNJU TRGOVINU I USLUGE NOVA CRNJA   | Vegetables, roots and tubers to eat          | Maršala Tita 177, Nova Crnja, 815255,   |                |
| VENOS PREDUZEĆE ZA PROIZVODNJU, PROMET NA VELIKO I MALO I EXPORT-IMPORT DOO BEOGRAD (NOVI BEOGRAD) | Vegetables, roots and tubers to eat          | NEDE SPASOJEVIĆ 16, Beograd-Novi Beograd, 605877,                             |                |
| MEGGLE SRBIJA DOO KRAGUJEVAC   | Vegetables, roots and tubers to eat          | Save Kovačevića 58, Kragujevac - grad, 6332297, office@meggle.rs              | www.meggle.rs  |
| MISACO DOO ZA SPOLJNU I UNUTRAŠNJU TRGOVINU, BEOGRAD (STARI GRAD)                                  | Vegetables, roots and tubers to eat          | MARŠALA BIRJUZOVA 3/8, Beograd-Stari Grad, 112621609, finansije@misaco.rs     |                |
| DOO DIMITRI TRADE COM PREDUZEĆE ZA PROIZVODNJU TRGOVINU I USLUGE NOVI SAD                          | Vegetables, roots and tubers to eat          | KARAĐORĐEVA 60, Novi Sad - grad, 339941,                                      |                |
| PRIVREDNO DRUŠTVO ZA POSLOVNE USLUGE MERCATOR-S  | Fruit for food; corn or melon and watermelon | Temerinski put 50, Novi Sad - grad, 214888200, office.mtjve@mercator.rs       |                |

|   |   |   |                     |
|---|---|---|---------------------|
| DOO, NOVI SAD   |   |   |                     |
| PREDUZEĆE ZA PROIZVODNJU,<br>UNUTRAŠNJU I SPOLJNU<br>TRGOVINU EXPORT-IMPORT NEŠA-<br>KOMERC DOO, VRANJE | Fruit for food; corn or melon and<br>watermelon | Partizanski Put 66, Vranje, 441393,<br>nesakomercvr@yahoo.com                     |                     |
| VAN DRUNEN FARMS EVROPA<br>FABRIKA ZA SUŠENJE<br>ZAMRZAVANJEM DOO, BANATSKO<br>KARAĐORĐEVO              | Fruit for food; corn or melon and<br>watermelon | NJegoševa 66, Žitište, 23835018,<br>info@vandrunen.rs                             | www.vandrunen.rs    |
| UNIVEREXPORT EXPORT-IMPORT<br>DOO NOVI SAD  | Fruit for food; corn or melon and<br>watermelon | SENTANDREJSKI PUT 165, Novi Sad - grad,<br>021420144/c, marketing@univerexport.rs | www.univerexport.rs |
| PRIVREDNO DRUŠTVO ZA SPOLJNU<br>I UNUTRAŠNJU TRGOVINU I<br>USLUGE AMAN DOO SURČIN                       | Fruit for food; corn or melon and<br>watermelon | Vinogradska 52a, Beograd-Surčin,<br>112260556, nemanja.petrovic@aman.co.rs        | www.aman.co.rs      |
| PREDUZEĆE ZA TRGOVINU<br>MAGNETIK DOO VALJEVO   | Fruit for food; corn or melon and<br>watermelon | Karađorđeva 123, Valjevo, 232322,<br>magnetik@ptt.rs                              |                     |
| TANES DRUŠTVO SA<br>OGRANIČENOM ODGOVORNOŠĆU<br>ZA TRGOVINU I USLUGE BEOGRAD<br>(KALUĐERICA)            | Fruit for food; corn or melon and<br>watermelon | DVADESETPETOG MAJA 3, Beograd-Grocka,<br>4887425,                                 |                     |
| PREDUZEĆE ZA INŽENJERING,<br>TRGOVINU I USLUGE IVERA DOO,<br>BEOGRAD (VRAČAR)                           | Fruit for food; corn or melon and<br>watermelon | Beogradska 36, Beograd-Vračar,<br>2,43220230876273E+20,<br>trgovina@iverahome.com | www.iverahome.com   |
| PODGORINA FRUCHT DOO,<br>OSEČINA (VAROŠICA)   | Fruit for food; corn or melon and<br>watermelon | Pere Jovanovića Komirićanca 27, Osečina,<br>14451165, info@podgorina.com          | www.podgorina.com   |
| PODUNAVAC DOO ZA<br>PROIZVODNJU, TRGOVINU,<br>TRANSPORT I USLUGE NOVI SAD                               | Fruit for food; corn or melon and<br>watermelon | Banatska 6a, Novi Sad - grad, 295932,   |                     |



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|---|--|--|-----------------------|
| VINO KALEM AKCIONARSKO DRUŠTVO ZA POLJOPRIVREDNU PROIZVODNJU I PROMET, VELIKA DRENOVA | Fruit for food; corn or melon and watermelon | / /, Trstenik, 725111725455, info@vino-kalem.com                             |                       |
| PREDUZEĆE ZA PROIZVODNJU PROMET I USLUGE DRENOVAC DOO MIROSALJCI                      | Fruit for food; corn or melon and watermelon | Divljaka 66, Arilje, 313899233, office@drenovac.co.rs                        | www.drenovac.co.rs    |
| INDUSTRIJA SMRZNUTE HRANE FRIKOM DOO BEOGRAD  | Fruit for food; corn or melon and watermelon | Zrenjaninski put 66, Beograd-Palilula, 112074134, office@frikom.rs           | www.frikom.rs         |
| DOO MIRALEX-FRUITES EKSPORT-IMPORT ČAČAK  | Fruit for food; corn or melon and watermelon | Bulevar oslobođenica 66, Čačak, 350175350175,                                | www.miralexfruits.com |
| PREDUZEĆE ZA PROIZVODNJU I PRERADU VOĆA ALTINA DOO VRHPOLJE                           | Fruit for food; corn or melon and watermelon | Vrhopolje 66, Ljubovija, 667172,   |                       |
| MANJO DOO ZA TRGOVINU I USLUGE,EXPORT-IMPORT, FUTOG                                   | Fruit for food; corn or melon and watermelon | Relje Savić 1-6, Novi Sad - grad, 896674, info@manjo.rs                      |                       |
| AGROFROST DOO ZAVLAKA   | Fruit for food; corn or melon and watermelon | ZAVLAKA bb, Krupanj, 592008, 592151 , office@agrofrost.rs;dusko@agrofrost.rs | www.agrofrost.rs      |
| PURATOS DOO BEOGRAD (ZEMUN)   | Fruit for food; corn or melon and watermelon | Dobanovački put 58, Beograd-Noví Beograd, 113171250, office@puratos.rs       |                       |
| ZEMLJORADNIČKA ZADRUGA, TUREKOVAC   | Fruit for food; corn or melon and watermelon | Turekovic /, Leskovac, 63219788, agencijaneda@hotmail.com                    |                       |
| DRUŠTVO SA OGRANIČENOM ODGOVORNOŠĆU BMD DOO ARILJE                                    | Fruit for food; corn or melon and watermelon | Ive Lole Ribara 2, Arilje, 894289891208, office@bmd.co.rs                    | www.bmd.co.rs         |
| THE FUN & FIT COMPANY d.o.o. Beograd  | Crops  | Batajnički put 12, Beograd-Zemun, 3713500, office@funandfit.rs               | www.floridabel.rs     |

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|--|-------|--|-------------------------|
| PREDUZEĆE ZA PROIZVODNJU<br>USLUGE I PROMET 19 DECEMBAR<br>DOO, KRALJEVO   | Crops | BRANKA RADIČEVIĆA 12, Kraljevo, 336792,  |                         |
| INSTITUT ZA RATARSTVO I<br>POVRTARSTVO   | Crops | MAKSIMA GORKOG 30, Novi Sad - grad,<br>214898100, institut@nsseme.com                          | www.nsseme.com          |
| PROIZVODNO I TRGOVINSKO<br>PREDUZEĆE DIS DOO KRNJEVO   | Crops | Bulevar Oslobođenja 16, Velika Plana,<br>26330100,   |                         |
| PRIVREDNO DRUŠTVO ZA<br>PROIZVODNJU PAKOVANJE<br>UNUTRAŠNJU I SPOLJNU<br>TRGOVINU UNIJAPAK DOO NIŠ                   | Crops | BULEVAR SVETOG CARA KONSTANTINA 80-<br>86, Niš-Mediana, 18236367,<br>ljubisa.manic@unijapak.rs | www.unijapak.rs         |
| PREDUZEĆE ZA PROIZVODNJU,<br>PRERADU I PROMET KUKURUZA I<br>OSTALIH RATARSKIH KULTURA<br>HIBRID DOO BEOGRAD (VRAČAR) | Crops | Cara Nikolaja II 82-84, Beograd-Vračar,<br>24421722458455, office@hibrid.rs                    | www.hibrid.rs           |
| LUČAR DOO ZA PROIZVODNJU I<br>TRGOVINU NOVI SAD  | Crops | Milenka Grčića 8, Novi Sad - grad,<br>513175021512307, info@lucardoo.co.rs                     | www.lucardoo.co.rs      |
| PRIVREDNO DRUŠTVO ZA SPOLJNU<br>I UNUTRAŠNJU TRGOVINU I<br>USLUGE AMAN DOO SURČIN                                    | Crops | Vinogradska 52a, Beograd-Surčin,<br>112260556, nemanja.petrovic@aman.co.rs                     | www.aman.co.rs          |
| Takovo   | Crops | N. H. Radovana Grkovića 20, Gornji<br>Milanovac, 771300,<br>misko.jovicic@takovo.rs            | www.takovo.rs           |
| PREDUZEĆE ZA PROIZVODNJU,<br>PROMET I USLUGE ACIKO-KOMERC<br>DOO, KOVANLUK   | Crops | Beranova 17a, Kraljevo, 372459,  | www.acikokomerc.co<br>m |

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|---|-------|--|----------------------------|
| POLJOPRIVREDNO INDUSTRIJSKI<br>KOMBINAT MORAVICA DOO STARA<br>MORAVICA                        | Crops | Somborski put 66, Bačka Topola,<br>24741045, rozsa.sarajlic@pikmoravica.rs |                            |
| PREDUZEĆE ZA PROIZVODNJU,<br>PROMET I USLUGE NIKOL DOO<br>ŠABAC                               | Crops | MILOŠA OBILIĆA 25, Šabac, 344202,<br>nikol.v@gromnet.net                   |                            |
| Sladara Soufflet Srbija doo Bačka<br>Palanka  | Crops | INDUSTRIJSKA ZONA 2, Bačka Palanka,<br>6042123, maltinex@eunet.rs          | www.maltinex.ls.rs/rs<br>/ |
| DRUŠTVO ZA PROIZVODNJU<br>PROMET I USLUGE INTER-KOMERC<br>DOO RAČA                            | Crops | KRALJA ALEKSANDRA KARADORĐEVIĆA 32,<br>Rača, 34751904, interkomerc@ptt.rs  | www.interkomercraca<br>.rs |
| PRIVREDNO DRUŠTVO ZA<br>PROIZVODNJU I PROMET, EKSPORT<br>- IMPORT CLAS- COMERC DOO,<br>ČEPURE | Crops | ČEPURE BB, Paraćin, 526157,<br>clascomerc@gmail.com                        |                            |
| PREDUZEĆE ZA TRGOVINU I<br>USLUGE TIBI TRADE DOO,<br>BEOGRAD (VOŽDOVAC)                       | Crops | Kostolačka 60, Beograd-Voždovac,<br>3971565,                               |                            |
| MILOCO PREDUZEĆE ZA USLUGE,<br>TRGOVINU I SPOLJNU TRGOVINU<br>DOO BEOGRAD (RAKOVICA)          | Crops | Vareška 26, Beograd-Rakovica, 1764726,                                     |                            |
| ZEMLJORADNIČKA ZADRUGA<br>BAČEX BAČ   | Crops | JNA 133, Bač, 771730, zzbacex@eunet.rs                                     |                            |
| ZEMLJORADNIČKA ZADRUGA<br>NOVOSELJANKA BANATSKO NOVO<br>SELO                                  | Crops | Pančevački put 2, Pančevo, 615002615164,<br>novoseljanka@madnet.rs         | www.novoseljanka.rs        |
| HRIŠĆANSKO HUMANITARNO<br>UDRUŽENJE 'HLEB ŽIVOTA'   | Crops | PROTE MATEJE 41, Beograd-Vračar,<br>44435402438122,                        | www.breadolife.rs.ba       |

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|--|--|---------------------------|--|
|  |  | office@breadoflife.org.rs |  |
|--|--|---------------------------|--|

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority   | Description (50-100 words)   | File <sup>12</sup> or link (URL)  |
|---|---|--|---|
| Foreign Trade Law   | ("Official Gazette RS" No.36/09, 36/11, 88/11 and 89/15)  | This law regulates foreign trade. The flow of goods designated for import is supervised by the Serbian Customs authorities. Customs supervision generally ends when goods are customs cleared and import duties paid, although special customs procedures exist for customs warehousing, inward processing relief, and transit.  | <a href="https://www.paragraf.rs/propisi/zakon_o_spoljnotrgovinskom_poslovanju.html">https://www.paragraf.rs/propisi/zakon_o_spoljnotrgovinskom_poslovanju.html</a>       |
| Customs Law   | ("O.G. RS", br. 18/2010, 111/2012, 29/2015, 108/2016 i 113/2017 -)  | This law regulates the general rules and procedures applicable to the goods imported and exported from the customs territory of the Republic of Serbia. It regulates customs actions and procedures, as well as the rights and obligations of a person and a customs authority, which derives from these actions and procedures.   | <a href="https://www.paragraf.rs/propisi/carinski_zakon.html">https://www.paragraf.rs/propisi/carinski_zakon.html</a>   |
| Law on Customs Tariff   | ("Official Gazette RS" No.62/05, 61/07, 112/07, 9/08, 10/09, 100/09, 66/10, 95/11, 11/12, 115/12, 130/14, | This Law regulates the Customs Tariff, which is printed under this law and makes it an integral part; rules on charging customs; the system of name of goods imported, imported or received into the customs territory of the Republic of Serbia, or exported, exported or sent from the customs territory of the Republic of Serbia classified by sections and headings of the Customs Tariff; the system of numerical marking of goods (tariff numbers, tariff | <a href="http://www.upravacarina.rs/en/Zakoni%20engleski/SR-Customs%20Tariff%20Law-EN-">http://www.upravacarina.rs/en/Zakoni%20engleski/SR-Customs%20Tariff%20Law-EN-</a> |

<sup>12</sup> Attach file or give the appropriate link

|   |  |  |   |
|---|--|--|---|
|   | 98/15 and 97/16)                           | subheadings and tariff codes) in the Customs Tariff, as well as the rules on the classification of certain goods in tariff numbers, tariff subheadings and tariff codes of the Customs Tariff.   | <a href="#">2009.pdf</a>  |
| Law on Food Safety                                      | "O.G.RS", br. 41/2009)                     | This law regulates the general conditions for the safety of food and feed, the obligations and responsibilities of the subjects in food and feed business, the rapid alert and alert system, emergency measures and crisis management, hygiene and the quality of food and feed.   | <a href="https://www.paragraf.rs/propisi/zakon_o_bezbednosti_hrane.html">https://www.paragraf.rs/propisi/zakon_o_bezbednosti_hrane.html</a>                                   |
| Serbia's Trade Law                                      | ("Official Gazette RS No.53/10 and 10/13), | Divides commercial trade into wholesale and retail sales. In addition to licensed sales outlets, trade can be conducted remotely (e.g., e-trade, sale by catalogue or mail order, TV, phone etc.) and by direct offer (e.g. door-to-door salesmen etc.) through authorized representatives. Portable or mobile venues (e.g. kiosk, counter, bench, vehicle, etc.) are also authorized. The Law also defines special marketing institutions (e.g. commodities markets, fairs and other industry activities such as green markets, wholesale markets, and auction houses). | <a href="http://mtt.gov.rs/download/1(2)/zakon_o_trgovini.pdf">http://mtt.gov.rs/download/1(2)/zakon_o_trgovini.pdf</a> ,   |
| Decree on "Harmonization of Customs Tariff Nomenclature | ("Official Gazette RS" No.98/15),          | These rates are ad valorem (with certain exceptions) and apply on goods originating in countries which have Most Favored Nation (MFN) status with Serbia. Effective January 1, 2014, per Serbia's Stabilization and Association. Agreement with the European Union (SAA), approximately 95 percent of all EU agricultural imports became duty-free. All other items now have an average duty rate of 0.99 percent, although the rate is significantly higher on certain sensitive agricultural commodities.  | <a href="http://www.upravacarina.rs/cyr/PoslovnicaZajednica/Stranice/Carinskatarifa.aspx">http://www.upravacarina.rs/cyr/PoslovnicaZajednica/Stranice/Carinskatarifa.aspx</a> |

#### Section 4: EU quality schemes for agro-food products

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product   | Type of label (PDO, PGI, TSG or organic) | Cultivation areas (ha) | Annual Production (kg) | Trade | Exports |
|---|--|------------------------|------------------------|-------|---------|
| – Old elaborate. No producers who participated in the protection of PDO |  |                        |                        |       |         |
| Beef ham from Uzice   | PDO                                      |                        | 20.000                 |       |         |
| Pork ham from Uzice   | PDO                                      |                        | 3.000                  |       |         |
| Bacon from Uzice  | PDO                                      |                        | na                     |       |         |
| Home made sausage from Srem   | PDO                                      |                        | 100.000                |       |         |
| Salami from Srem  | PDO                                      |                        | na                     |       |         |
| Sausage from Pozarevac  | PDO                                      |                        | na                     |       |         |
| Tea from Rtanj  | PDO                                      | 900                    |                        |       |         |
| Hard cheese from Krivi vir (Krivoviski kackavalj)                       | PDO                                      |                        | 100.000                |       |         |
| Sheep cheese from Homolje   | PDO                                      |                        | 50.000                 |       |         |
| Goat cheese from Homolje  | PDO                                      |                        | 25.000                 |       |         |
| Cow cheese from Homolje   | PDO                                      |                        | na                     |       |         |
| Champion Beer from Vrsac  | PGI                                      |                        |                        |       |         |
| Caviar of Kladovo   | PDO                                      |                        | na                     |       |         |
| Beer jelen from Apatin  | PGI                                      |                        |                        |       |         |

<sup>13</sup> Provide data from 2010 till most recently

|   |     |  |            |  |            |
|---|-----|--|------------|--|------------|
| Barbuce meat from Leskovac  | PDO |  |            |  |            |
| Tobacco greaves from Valjevo  | PDO |  | na         |  |            |
| Hard cheese (kačkavalj) from Svrlijig   | PDO |  | 100.000    |  |            |
| – Certified in 2018   |     |  |            |  |            |
| Lime Honey from Fruska Gora   | PDO |  | 150.000    |  | 1.500.000  |
| Honey from Kacer  | PDO |  | 150.000    |  |            |
| Lamb meat from Sjenica  | PDO |  | 200.000    |  | 27.000.000 |
| Cow hard cheese (kačkavalj) from Pirot  | PDO |  | 45.000     |  |            |
| Cow Cheese from Sjenica   | PDO |  | 450.000    |  |            |
| Honey from Đerdap   | PGI |  | 25.000     |  |            |
| Carrot from Begeč   | PGI |  | 27.500.000 |  |            |
| There are producers, but they are not authorized users of the label because they didnt enter the proces of certification. |     |  |            |  |            |
| Raspberry from Arilje   | PDO |  | 30.000.000 |  |            |
| Sousage from B. Petrovac  | PDO |  | 20.000     |  |            |
| Honey from Homolje  | PDO |  | 20.000     |  |            |
| Belmuz from Svrlijig  | PDO |  | 20.000     |  |            |
| Hard cheese (kačkavalj) from Stara planina  | PDO |  | 20.000     |  |            |
| Ajvar from Leskovac   | PDO |  | 150.000    |  |            |
| Sheep Cheese from Sjenica   | PDO |  | 350.000    |  |            |
| Cheese from Sombor  | PDO |  | 8.000      |  |            |
| Carp from Ecka  | PDO |  | 2.500.000  |  |            |

|                         |     |  |            |  |  |
|-------------------------|-----|--|------------|--|--|
| Cheese from Zlatac      | PDO |  | 200.000    |  |  |
| Salami from Lemeš       | PDO |  | 3.000      |  |  |
| Ham from Vršac          | PDO |  |            |  |  |
| Garlic from Vrbica      | PDO |  | 150.000    |  |  |
| Oblačinka from Oblačina | PGI |  | 15.000.000 |  |  |
| Cow Cheese from Svrljig | PDO |  | 10.000     |  |  |
| Honey from Vlasina      | PGI |  | 20.000     |  |  |
| Dry lamb from Sjenica   | PDO |  | 30.000     |  |  |
| Potato from Ivanjica    | PGI |  |            |  |  |
| Sprza from Leskovac     | PDO |  | 30.000     |  |  |

In Serbia registration of products is regulated by the Law on Indications of Geographical Origin (RS OG No. 18/2010), adopted by the Parliament on 22 March and entered into force on 3, April 2010. The law replaced the previous version of the Law on Indications of Geographical Origin (SM OG No. 20/06). As it is the case in the Reg. (EU) No 1151/2012, the provisions of this Law do not apply to wine or other alcoholic drinks, such as rakija, the protection system for these products is governed by separate regulations (Law on Wine and Law on Rakija and Alcoholic Beverages). The Law however is applicable to all goods as well as to services.

Serbian Law on Indications of Geographical Origin defines two categories of indications of geographical origin:

- a) appellation of origin
- b) Geographical indication

The category of Traditional Specialty Guaranteed (TSG) is not covered by the Serbian Law, and such registrations do not exist on the national level.

## Section 5: Trade fairs, trade shows and exhibitions



**12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.**

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair,<br>trade show,<br>exhibition) | Organization<br>body                   | Description (50-100 words regarding the scope and the agro-<br>food products covered)   | Dates                            | Place    | Website<br>(URL)  |
|---|--|---|----------------------------------|----------|---|
| Healthy-Domestic<br>Natural Fair  | CCIS and<br>Municipality of<br>Zajecar | In 2016, about 400 producers of medicinal herbs, fruits, vegetables, flowers, beers, wines, brandy, honey, bread and pastry from all parts of Serbia, Macedonia, Bosnia and Herzegovina, Slovenia, Croatia, Italy, Austria, Bulgaria, Romania, Slovakia, Indonesia. The main goal of organizing this event is to support local producers of traditional products. During the "Healthy-domestic-natural" fair, RPK Zaječar organized the 2nd Fair of Financing and the 1st Fair of Tourism, so the total number of participants was over 500 exhibitors. In addition to the exhibition space that was free for exhibitors, RPK Zaječar prepared the accompanying program (seminars, presentations, product tastings, awards for exhibitors, media promotions) during the fair. | 29-30 <sup>th</sup><br>September | Zaječar  | <a href="https://zajecaronline.com/medjunarodni-sajam-zdravo-domace-prirodno-sajam-turizma-i-finansiranja-krajem-septembra-u-zajecaru/">https://zajecaronline.com/medjunarodni-sajam-zdravo-domace-prirodno-sajam-turizma-i-finansiranja-krajem-septembra-u-zajecaru/</a> |
| New Year<br>Bazaar  | CCIS and<br>Municipality of<br>Zajecar | In 2016, the second event with 50 exhibitors, producers of ethno food, beverages, handicrafts, old crafts. The main goal of organizing this event is support to local producers of traditional products.  | 14-16 <sup>th</sup><br>December  | Zaječar  | <a href="https://zajecaronline.com/novogo-disnji-bazar-od-13-do-15-decembra-na-zajecarskom-trgu/">https://zajecaronline.com/novogo-disnji-bazar-od-13-do-15-decembra-na-zajecarskom-trgu/</a>   |
| Ethno Food and  | Belgrade Fair,<br>City of Belgrade,    | The International Fair of Food, Beverages and Equipment is a regional market for food products, prepared according to   | 21-24 <sup>th</sup>              | Belgrade | <a href="http://etnohip.rs">http://etnohip.rs</a>   |

<sup>14</sup> Select events that occur regularly (e.g., every year)

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| Drink Fair   | CCIS and Ministry of Agriculture   | <p>traditional recipes, in a traditional way. These are national specialties, products characteristic of narrow geographical areas, most often handmade and organic raw materials.</p> <p>The manifestation affirms traditional products as first-class market and export items, which should become an indispensable element of the tourist offer. These are products with protected geographical origin or those whose protection is recommended.</p> <p>The aim is to establish a brand of ethno product, ie branding traditional products.</p>   | November                |         | /   |
| "Days of the Ludaja" (tourist-gastronomic event) - "Mini Fair of Entrepreneurship" | City of Kikinda ,Association of Agricultural Producers "Banatska lenija" Kikinda | <p>The Mascot of Kikinda The Pumpkin Days (Dani ludaje in Serbian) are an annual manifestation that takes place in mid-October. Every year people from all over the region gather in Kikinda to take part in a competition of who has the largest pumpkin and longest gourd.</p> <p>A group of local enthusiasts started the Pumpkin Days manifestation in 1986 and it quickly attracted pumpkin and gourd lovers from all over the country. The three-day event also includes lectures and seminars on the advancement of pumpkin and gourd cultivation, a culinary competition in preparing meals from pumpkins and gourds, children's competitions in creating masks and sculptures, and various concerts and exhibitions. Over the past few years this event has gained prominence and has drawn visitors from Hungary, Romania and the former Yugoslav republics.</p> | Second week of October  | Kikinda | <a href="https://www.facebook.com/DaniLudajeKikinda/">https://www.facebook.com/DaniLudajeKikinda/</a>   |
| Fair My Garden   | City of Kikinda ,Association of Agricultural Producers "Banatska lenija" Kikinda | Over 60 exhibitors, associations, primary producers and distributors of equipment, chemicals and seeds goods participated in the event last year. Each year, the manifestation develops and grows, it is very well trained in media and is grateful for individual agricultural producers and distributors, who have the most benefits from it, is following a series of   | First week of September | Kikinda | <a href="http://www.asocijacijapoljoprivrednika.org/sr/m/sr/vesti/134-mojaba%C5%A1ta-kikinda">http://www.asocijacijapoljoprivrednika.org/sr/m/sr/vesti/134-mojaba%C5%A1ta-kikinda</a> |

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|                                      |                           | lectures.   |                             |                |   |
| The Fruits of the Western Pomoravlje | City of Cacak             | <p>In the beginning, the goal of the organizer was to establish contact between individual agricultural producers, food and customers.</p> <p>On the Food Exchange, products from the field of primary agricultural production are presented: fruit growing, livestock, horticulture, beekeeping and flower growing, as well as products of these activities: preserved, frozen and dried fruits and vegetables, brandy, bakery products, cake products and bakers.</p> <p>"Fruits" and the Food Exchange, besides a large number of direct participants, also gather thousands of visitors and lovers of old traditional dishes and customs.</p>   | 6-9 <sup>th</sup> September | Zablace, Cacak | <a href="https://www.facebook.com/Plodovi-zapadnog-pomoravlja-293820297307614">https://www.facebook.com/Plodovi-zapadnog-pomoravlja-293820297307614</a> |
| Flower Fair                          | CCIS and City of Krusevac | <p>Serbian Chamber of Commerce Regional Chamber of Commerce of Rasina Administrative District, in order to promote and increase the volume and quality of flower and softwood production in the Rasinski district, as well as linking producers with each other and with manufacturers of accompanying equipment in this field, organizes flower fair in Krusevac.</p> <p>The fair is represented by manufacturers:</p> <ul style="list-style-type: none"> <li>- Room, balcony and garden flowers,</li> <li>- Softwood and decorative wicker,</li> <li>- Rosette seedlings and</li> <li>- Manufacturers of accompanying equipment (pots and cardinals, nutrients and preservatives ...).</li> </ul> | 7-9 <sup>th</sup> April     | Krusevac       | <a href="https://www.facebook.com/events/212673279217040/">https://www.facebook.com/events/212673279217040/</a>   |
| Fair of Strawberry and Equipment     | CCIS and City of Krusevac | A fair with a tendency to become traditional, where strawberry producers, producers and distributors of equipment and reproductive material, processors, and everyone in the strawberry chain will gather.  | 19 <sup>th</sup> May        | Krusevac       | <a href="https://www.rtk.rs/78078/u-nedelju-prvi-sajam-jagoda/">https://www.rtk.rs/78078/u-nedelju-prvi-sajam-jagoda/</a>                               |

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| Agriculture Fair                    | Novi Sad Fair   | The International Agricultural Fair is the largest fair event in Serbia and one of the largest in Europe in the field of agriculture. It gathers the most significant companies in agro industry, agricultural production, machinery, and the best in animal farming. It is an unavoidable place for agricultural producers and professional audience to which agriculture makes the focus of interest. It has become a trademark of the Novi Sad Fair, the oldest fair company in Serbia, as well as of Novi Sad and a prestigious site for agribusiness presentation and development. | 11-17 <sup>th</sup><br>May   | Novi Sad          | <a href="https://www.sajam.net/sr/vesti/1113-poljoprivredni-sajam-jos-vaze-terminski-popusti">https://www.sajam.net/sr/vesti/1113-poljoprivredni-sajam-jos-vaze-terminski-popusti</a>             |
| Vegetable Days-<br>"Glogonj Autumn" | Association of Vegetable Producers  | Vegetation Association Glogonj organizes a business-tourist event "Vegetarian Days" (Kupusijada).<br><br>On that day from the early morning hours, the exhibition of vegetable sales begins, of which the cabbage and potato are definitely distinguished by which they are widely known.<br><br>In addition to displaying vegetables, a series of accompanying events such as choices for the best cabbage and competition in cooking cabbage dishes are organized.  | 28 <sup>th</sup><br>October  | Glogonj           | <a href="https://www.facebook.com/events/800676193596644/">https://www.facebook.com/events/800676193596644/</a>   |
| "Srem Farmers Competition"          | District Cooperative Association of Srem, Cooperative Union of Vojvodina, PIK "Sirmium" a.d. Sremska Mitrovica, Srem Chambers of Commerce, Agricultural | The Srem Farmers' Competition has grown into tradition. The Competition Commission and the employees of the Srem Chambers of Commerce are working all year round, collecting data on the achieved results in vegetable, fruit and vegetable production and cattle production, as well as in the production of milk. This event promotes winners in various categories of food production which contributes to higher yields and increase in production in the region.   | 24 <sup>th</sup><br>February | Sremska Mitrovica | <a href="https://www.facebook.com/pg/nss.eme.ifvc/photos/?tab=album&amp;album_id=10153122684879824">https://www.facebook.com/pg/nss.eme.ifvc/photos/?tab=album&amp;album_id=10153122684879824</a> |

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|                          | Institute "Dr Petar Drezgic"<br>Sremska Mitrovica and Agricultural Stations "Ruma"<br>Ruma, |  |                        |                 |   |
| Sremska Kulenijada       | Municipality Sid  | <p>"Kulenijada" is a competition of natural and legal persons in the traditional production of sausage "kulen" in a natural and artificial shell, with a rich offer of red and white wines and an all-day cultural and artistic program. The program of Kulenijada consists of a competition and exhibition-and-the-art work.</p> <p>In the competition, participants are producers of kulen, exhibitors are producers of other food products, wines, brandy, cheeses, biscuits, while cultural and artistic societies from Srem participate in the event.</p> | First Saturday in June | Sremska Erdevik | <a href="http://sremska.kulenijada.rpksrem.co.rs/">http://sremska.kulenijada.rpksrem.co.rs/</a>   |
| Regional Economy fair    | Municipality Sremska Mitrovica  | It is a manifestation that has got an international character because at the fair, besides domestic businessmen and companies, there are also companies from Germany, Austria, Hungary, Slovakia and Italy and between 150 and 200 participants each year.   | Mid September          | Stara Pazova    | <a href="http://mitrovica.info/regionalni-sajam-privreda-sta-nude-preduzetnici-srema/">http://mitrovica.info/regionalni-sajam-privreda-sta-nude-preduzetnici-srema/</a> |
| Subotica Fair- "Susajam" | Subotica Fair   | <p>International and Regional Fair – Subotica Fair 2018 –provide space and opportunity for entrepreneurs from Serbia and the neighbouring countries to present their products, to build professional contacts, hence it contributes to the building and strengthening of cross-border cooperation.</p> <p>Besides companies and businesses from the country, mostly from Vojvodina, a number of firms and businessmen from the region – first and foremost from Hungary, Croatia and Bosnia and Hercegovina – have already indicated their intention to</p>    | End of May             | Subotica        | <a href="http://www.suboticasajam.rs/en/">http://www.suboticasajam.rs/en/</a>   |

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|  |   | <p>participate.</p> <p>Accompanying Events:</p> <p>National and international experts will hold lectures within the professional programme. Businessmen meetings will provide a framework to build contacts and exchange ideas and experiences. This year we will enable the exhibitors to promote their products through presentations, tastings and the like in line with their needs and programme.</p>   |                            |           |   |
| Economy Fair-SPREG   | Regional Association of Small and Medium Enterprises, Craft Works and Entrepreneurs of Western Serbia - Valjevo         | <p>General non-specialized fair of economic achievements of Serbia and the region.</p> <p>Exhibitors are Small and medium enterprises, stock companies and other companies, holding companies, craft shops, local self-governments, associations of entrepreneurs, tourist and other organizations of the private and public sector.</p> <p>Accompanying Activities- Agriculture, construction, metal processing, wood industry, machine industry, electrical industry, food industry, chemical industry, information technology, tourism, old crafts, art crafts etc.</p>             | 28-30 <sup>th</sup> March  | Valjevo   | <a href="http://www.sajamspreg.com/?fbclid=IwAR0wy38ndB5nVwqLL1Ch2ii5l2LtNgt4hHpNSZc2XZMPW5pCyc3TF1yxj7U">http://www.sajamspreg.com/?fbclid=IwAR0wy38ndB5nVwqLL1Ch2ii5l2LtNgt4hHpNSZc2XZMPW5pCyc3TF1yxj7U</a>   |
| Međunarodni sajam inovacija, kooperacija i preduzetništva "INOCOOP " | CCIS and General association of entrepreneurs Zrenjanin in cooperation with the Tourist Center of the city of Zrenjanin | <p>The Fair is dedicated to affirmation and further strengthening of entrepreneurship as a driver and the holder of economic development. The Fair provides exhibitors with an exceptional opportunity to present their product or service to a large number of visitors and business people and to acquire new clients with adequate and targeted promotion and make significant business contacts.</p> <p>The exhibition at the fair is adapted to the different structures of participants, from small craft entrepreneurial shops to large business systems from all branches.</p> | 27-29 <sup>th</sup> August | Zrenjanin | <a href="https://www.facebook.com/RPKZajecar/posts/timo%C4%8Dka-privreda-na-sajmu-inocoop-u-zrenjaninu-u-zrenjaninu-u-sportskoj-hali-medi/460541513983396/">https://www.facebook.com/RPKZajecar/posts/timo%C4%8Dka-privreda-na-sajmu-inocoop-u-zrenjaninu-u-zrenjaninu-u-sportskoj-hali-medi/460541513983396/</a> |

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| "ŽESTIVAL"<br>Regional festival<br>of fruit brandy | City Uziče in<br>cooperation<br>with the CCIS,<br>Business Club of<br>Western Serbia,<br>Regional<br>Development<br>Agency Zlatibor,<br>Agricultural<br>Advisory and<br>Professional<br>Service of Uziče<br>and Tourist<br>Organization of<br>Uziče | <p>A manifestation in the function of preserving the tradition, promotion and placement of authentic products.</p> <p>It presents natural resources, cultural and historical heritage and tradition of the region of Western Serbia, through cultural and artistic contents, educational workshops and exhibitions. For the purpose of cultural exchange, respect for all peoples and cultures and promotion of cultural diversity, at the Festival, their products are exhibited by entrepreneurs and producers from Serbia and surrounding countries.</p> <p>The festival also includes presentation and tasting, natural, traditionally produced brandy, but also affirmation of producers that are recognizable on the foreign market, as well as small brands of small producers that are only winning the domestic market. In order to improve the quality of this drink at the manifestation, the assessment of the samples of brandy by categories is done.</p> | End of<br>August      | Užice                  | <a href="http://zestivaluzice.rs/">http://zestivaluzice.rs/</a> |
| Raspberry Day                                      | City of Valjevo   | <p>The first "Raspberry Day" was held on Sunday, July 1st, 1962. in the church gate. Later, it becomes a tradition, and in the coming years "Raspberry Day" will be held on Saturday or Sunday at the end of June or early July. In the church port, it is held until 1974. Later this event lasts for three days. On the first day there is professional advising on further improvement of roseberry production, and on the second day an exhibition of the best quality berries is organized. After examining and identifying the best fruits, the expert jury awards and recognitions to their breeders. In the end, a cultural-artistic program is being performed.</p> <p>Next in 1963 The program also includes an exhibition of folk crafts and products of rural households with the possibility of buying. Since 1965. the organization of the prize exhibition of the best raspberry producers began.</p>  | 30 <sup>th</sup> June | Valjevo,<br>Brankovina | <a href="http://www.danmalina.rs/">http://www.danmalina.rs/</a> |

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|                                       |                        | In the last years of the 20th century this event has been held at the end of June.   |                            |                  |   |
| Blackberry Day                        | City of Valjevo        | This festival of fruit gathers blackberry producers from other parts of western Serbia, as well as BiH and other places. In addition to the blackberry show, the selection of the best producer of this fruit is held. Aside from the show there are discussions on the production and improvement of blackberry cultivation, on the problems of placing prices due to unfavourable weather conditions. Also, there is a cultural entertainment program, as well as a number of other manifestations in this region and several thousand guests, not only from our country, but from abroad as well.   | 31 <sup>st</sup> July      | Stave, Valjevo   | <a href="https://www.facebook.com/kupinijada/">https://www.facebook.com/kupinijada/</a>   |
| Plum Fair                             | Municipality Osečina   | <p>The economic, tourist and cultural event of the Plum Fair in Osečina was established in 2006. The fair is conceived as the definition of one space in Western Serbia and is a key event of the concept recognized among the people in this region as the basic quality that should be constantly nurtured, qualitatively improved, professionally highlighted and economically better placed.</p> <p>The most important goal of the manifestation is to restore the importance of plum, then to contribute to the improvement of plum farming in this area, and through numerous exhibitions to affirm all the other resources and potentials that Osečina municipality possesses not only in this but also in other areas.</p> | 24-26 <sup>th</sup> August | Osecina, Valjevo | <a href="https://www.facebook.com/sajam.sljiva/?ref=br_rs">https://www.facebook.com/sajam.sljiva/?ref=br_rs</a>                         |
| Festival of "Zimnica" (winter stores) | Municipality Koceljeva | "Zimnica Festival" in Koceljeva is a manifestation that brings together hundreds of producers of fruit, vegetables, honey and products from it every year with a large number of forest fruits collectors from many parts of Serbia. Rural households are preparing their products in the traditional way, with the production of fruit juices, jams, marmalades.  | 28-30 September            | Koceljeva        | <a href="https://festivalrpsketrpeze.com/2018/09/09/festival-zimnice/">https://festivalrpsketrpeze.com/2018/09/09/festival-zimnice/</a> |



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| Mushrooms Day          | Ecological Society "Medvednik", Tourist Organization of Valjevo, | It present products from mushrooms, forest fruits, but also other traditional organic products, but almost forgotten. At the same time, experienced mushrooms, members of Mushroom Society educated interested visitors about nutritive and other mushroom values, emphasizing the importance of consuming this product.   | 1st October              | Divcibare | <a href="https://www.facebook.com/pg/Divcibare-DANI-GLJIVA-157524071200/about/?ref=page_internal">https://www.facebook.com/pg/Divcibare-DANI-GLJIVA-157524071200/about/?ref=page_internal</a> |
| "Cvarkijada"           | City of Valjevo  | <p>An event dedicated to the brand of the Valjevo region, is held every year in the second week of October and gathers a large number of visitors from Valjevo region, as well as guests from other cities. Gives an opportunity to see how they are cooking the "cvarci" for the past two hundred years, and to taste this unique product, which is the invention of butchers from Valjevo, and which is nowhere on the planet, prepared in this way. The secret of good tobacco "cvarci" is in their long cooking, after which it is fried, and then it sticks through the linen cloth.</p> <p>The event is traditionally held in the center of the city, on the plateau in front of the Cultural Center, as well as on the river Kolubara.</p> <p>In the competition part of the festival, the best butchers on the Kolubara River are competing in the making of tobacco cherries, which is judged by an expert jury and proclaims winners.</p> <p>The exhibition and sales part of the festival is held on the plateau of the Center for Culture, where visitors can buy various products such as honey, brandy, wines, winters, cured meat products, souvenirs, dried fruit, handicrafts from wood . The manifestation is accompanied by rich cultural and artistic entertainment program.</p> | 9 <sup>th</sup> October  | Valjevo   | <a href="http://festivalduvancvaraka.rs/">http://festivalduvancvaraka.rs/</a>   |
| Fruits of the Rađevina | Tourist Organization and   | Manifestation presents nature products from Rađevina as well as offers from a wider environment. The fruits of the Radjevina   | 16 <sup>th</sup> October | Krupanj   | <a href="http://tov.rs/plodovi-radjevine-">http://tov.rs/plodovi-radjevine-</a>   |

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|   | Municipality Krupanj   | <p>established discipline like:</p> <ul style="list-style-type: none"> <li>- An exhibition of agricultural products and homemade crafts, a mushroom from several Associations and organizations, stands with honey and other bee products, Goulash cooking competition is a special discipline where interested tasters can participate in the selection of the most successful chefs</li> <li>-Scientific lectures in the field of beekeeping, fruit growing and mushrooms, as they always had and achieved the goal of educating serious producers</li> <li>-The entertainment and cultural artistic program, this time is completed by playing, song, singing in all genres of opus - for all audiences.</li> </ul> |                         |          | <a href="https://www.krupanj-2017/">krupanj-2017/</a>   |
| Leskovac Ajvar, winter stores and drinks Leskovac | Leskovac Regional Chamber of Commerce, in cooperation with local self-government, Association "Leskovac ajvar", Tourist Organization of Leskovac and Association of Agricultural Cooperatives of Jablanica and Pcinja District | Presentation of the achieved level of development and possibilities of producers of food products from the South of Serbia for the market, prepared according to traditional recipes, in the traditional way, as well as the manufacturer of Leskovac domestic ajvar (paprika sauce) -products protected by the geographical name of the Institute of Intellectual Property of the Republic of Serbia. A number of exhibitors are increasing from year to year, which has been very positive for increasing the production volume of these high quality specific and highly valued and demanded food products in the country and abroad.   | 3 <sup>rd</sup> October | Leskovac | <a href="https://jugpress.com/peti-sajam-leskovackog-ajvara-zimnice-pica/">https://jugpress.com/peti-sajam-leskovackog-ajvara-zimnice-pica/</a> |
| „Ravangrad  | CCIS and City of   | The International Festival of Wine and Food "Ravangrad Wine Fest" expects a great number of exhibitors: wines, brandy, food,   | 1 <sup>st</sup>         | Sombor   | <a href="https://www.facebook.com/Ravan">https://www.facebook.com/Ravan</a>   |

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| Wine Fest“         | Sombor  | catering facilities, tourist organizations ... from Serbia and surrounding countries. During the festival, visitors can enjoy in quality wines in the accompanying program, which will include cultural artistic musical part, promotions and presentations of renowned wine houses, as well as professional lectures.  | December                                     |          | <a href="http://grad-Wine-Fest-720492691371058/">grad-Wine-Fest-720492691371058/</a>  |
| Days of “Burek”    | Tourist Organisation and City of Nis with Union of Bakers | <p>From 2018. the city of Niš will be a host of a manifestation dedicated to the most popular breakfast in Nis - burek.</p> <p>This gastronomic specialty, which may be found in the cuisines of many Balkan countries, that used to be part of the Ottoman Empire, is of special significance to Nis, since the first “round” burek was made here. The history data says that it was made by Istanbul baker Mehmed Oglu in 1489. Since then, in Serbia, the burek is known as a dish made of dough, filled with cheese or meat, made in a round baking tray.</p> <p>This year, tourists and people from Niš, will have the opportunity to taste burek made by a leading bakers from Nis, Macedonia, Bulgaria and Greece at this unique tourist and gastronomic event. Also to see the preparation and to taste the biggest burek in the Balkans and to enjoy in interesting musical program.</p> | 16 <sup>th</sup> -19 <sup>th</sup><br>August | Nis      | <a href="https://www.facebook.com/pages/category/Food---Beverage-Company/Burekd-zijada-Nis-723911097680948/">https://www.facebook.com/pages/category/Food---Beverage-Company/Burekd-zijada-Nis-723911097680948/</a> |
| Plum days in Blace | Municipality Blace  | Event is used for gathering of a large number of plum and brandy producers, as well as producers of agricultural machinery and equipment and plant protection products. In addition, visitors can see varied cultural and artistic and entertainment program.   | End of August                                | Blace    | <a href="http://danisljive.com/">http://danisljive.com/</a>   |
| Cherry Days        | Municipality Merošina                                     | This tourist-cultural event, whose main goal is to promote the brand "Oblačinka", the variety of cherry with the protected geographical origin of the best and most famous variety in this region has been traditionally held since 2003.   | 6 <sup>th</sup>                              | Merošina | <a href="https://prokuplje.org.rs/vesti/odrzana-manifestacija-dani-visnje-2018/?sr-">https://prokuplje.org.rs/vesti/odrzana-manifestacija-dani-visnje-2018/?sr-</a>   |

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|  |   |   |                                 |            | pismo=lat   |
| "Kobasicijada"<br>Turija               | Association<br>Kobasicijada of<br>sausage<br>produces   | Competition in sausage production with long tradition. Cultural-artistic manifestation, gastronomic, commercial-promotional event. It is one of the biggest events in Serbia. It lasts for three days and visits tens of thousands of people from the country and abroad. The organizer is an association of citizens from Turija, and the patron of the SO Srbobran.   | 22-24 <sup>th</sup><br>February | Srbobran   | <a href="http://kobasicijada.rs/">http://kobasicijada.rs/</a>   |
| Wine Saloon in<br>Paracin              | Paracin Tourist<br>Organization   | Exhibition and evaluation of wine from autochthonous, indigenous and newly developed Serbian varieties.   | 10 <sup>th</sup> March          | Paracin    | <a href="http://www.vino.rs/aktuelno/u-fokusu/item/2521-salon-vina-u-paracinu.html">http://www.vino.rs/aktuelno/u-fokusu/item/2521-salon-vina-u-paracinu.html</a>                                   |
| Wine Saloon<br>Kragujevac              | Wine Knight's<br>Order of<br>Sumadija   | At the Wine Exhibition Kragujevac leading wineries from Serbia and the region are presenting their wines. Event is followed by expert lectures related to the wine.   | 4 <sup>th</sup> April           | Kragujevac | <a href="https://vinsketure.rs/salon-vina-kragujevac/">https://vinsketure.rs/salon-vina-kragujevac/</a>   |
| Homolje and<br>Mlava<br>Beekeepers Day | Union of<br>Beekeeping<br>Organizations of<br>Serbia and the<br>Beekeepers<br>Association<br>"Mlava" from<br>Petrovac na<br>Mlavi,<br>Municipality<br>Kamenovo, | On a two-day event, beekeepers and interested visitors will be able to see and buy accessories and equipment for bee-keeping, as well as all kinds of bee products.<br><br>Fair is visited by a large number of beekeepers and accessories manufacturers from all over Serbia, Montenegro, Republika Srpska and Macedonia. Nearly 2 000 visitors are gathered within the two days of the event. Beekeepers are equipped with equipment and accessories in one place, and lectures by renowned beekeepers in the culture center. Roundtable is an opportunity to update problems in beekeeping, and a visit to the beehives in households in Kamenov is also organized. This event marks the beginning of the new beekeeping season. | 2-3 <sup>rd</sup> April         | Kamenovo   | <a href="https://www.agroklub.rs/sajmovi-desavanja/kamenovo-se-priprema-za-25-susret-pcelara/24161/">https://www.agroklub.rs/sajmovi-desavanja/kamenovo-se-priprema-za-25-susret-pcelara/24161/</a> |
| Arilje Honey<br>Days                   | Association of<br>beekeepers<br>"Savo Popovic"  | There is a sales exhibition of honey, honey products, equipment and accessories for beekeeping, lecture in the field of beekeeping and fruit growing, with accompanying cultural and artistic   | 5 <sup>th</sup> April           | Arilje     | <a href="http://spos.info/1-369/">http://spos.info/1-369/</a>   |

|                                    |  |  |                         |         |   |
|------------------------------------|--|--|-------------------------|---------|---|
|                                    |  | program.   |                         |         |   |
| Wine Fest in Levac                 | Municipalty and Toruristr organiyation of Rekovac  | Brings participation of twenty wineries and several other producers of complementary products (cheeses, barrels and vines). Established in 2018.   | 28 <sup>th</sup> April  | Rekovac | <a href="http://torekovac.com/добродошл-и-на-левачки-вино-фест">http://torekovac.com/добродошл-и-на-левачки-вино-фест</a>                               |
| Djurdjevdan days of rakia and wine | Tourism Organization "Oplenac" from Topola and the Association of winemakers and winegrowers of the Oplenac region in cooperation with the King Peter the Foundation and the Cultural Center of Topola | Visited by guests from other parts of Serbia, who will be presented with their products about a dozen small wine and brandy makers, members of the Association.<br><br>The presentation of the tourist offer of the Oplenac region is also organized,<br><br>Visitors are able to taste the wines from the Royal Winery from Oplenac and to watch the handicrafts of folk art, old craft products, as well as flowers and breeds of producers from the populated municipality. | 1-2 <sup>nd</sup> May   | Oplenac |   |
| Palic wine ceremonies              | Company „Park Palić“   | Within the Palić wine festival, small and medium wineries have the opportunity to promote the wines they produced in the previous year.<br><br>The traditional part of the event is the "Golden Kettle" organized by UG "Konoba Kujundzic".  | 23-27 <sup>th</sup> May | Palic   | <a href="http://www.park-palic.rs/desavanja/palicke-vinske-svecanosti/">http://www.park-palic.rs/desavanja/palicke-vinske-svecanosti/</a>               |
| Festival of Sumadia Wine           | Association of winemakers with the support of the Regional Agency  | The manifestation in honor of wine has gathered a large number of visitors, representatives of public, cultural, political life, lovers and wine-worshippers from the country and abroad.<br><br>In the area of exceptional historical significance, the visitors are  | 23 <sup>rd</sup> June   | Topola  | <a href="http://www.vino.rs/aktuelno/u-fokusu/item/2631-festival-sumadijskih-">http://www.vino.rs/aktuelno/u-fokusu/item/2631-festival-sumadijskih-</a> |

|                  |  |   |                           |          |   |
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|                  | for Economic Development of Sumadija and Pomoravlje  | offered a complete range of wine wines presented by the Association of winemakers with the support of the Regional Agency for Economic Development of Sumadija and Pomoravlje.  |                           |          | <a href="#">vina.html</a>   |
| Raspberry Day    | Tourist Organization and Municipality Arilje   | There are producers and processors of raspberries and other berries, distributors of machinery and equipment for orchards, fruit orchards, banks and insurance companies, buyers, representatives of catering and tourist facilities, as well as textile products producers from the municipality of Arilje. The two-day event is accompanied by various exhibitions of paintings and articles on the topic of raspberry, cultural-artistic program (performances of famous and recognized domestic singers of entertainment and folk music), expert lectures and presentation of measures of agrarian policy of RS. At the stands visitors can try brandy raspberry and other fruits, cakes, jams, compotes, sweet, pralines, juices, beers, honey, pies ... The "Dana Raspberry" program also compete in various categories, such as the sweetest Raspberry cake, the biggest raspberry plantation, the best-kept malic, the most promising young raspberry producer, the most stable stand, the sweetest raspberries ... The event ends with the announcement of the winner. | 17-18 <sup>th</sup> July  | Arilje   | <a href="http://www.agro-dan.rs/vesti/mani-festacije/dani-maline-u-arilju.html">http://www.agro-dan.rs/vesti/mani-festacije/dani-maline-u-arilju.html</a>   |
| "Blueberry Days" | MK Mountain Resort, Kopaonik National Park, Raška Tourist and Sports Organization, as well as the Tourist Organization of the Municipality | Blueberry Days is a three-day event through which this fruit is presented, also with following products of this fruit and people get education how to properly pick this medicinal and above all delicious plant,   | 27-*30 <sup>th</sup> July | Kopaonik | <a href="http://www.topsrbija.com/index.php?option=com_content&amp;view=article&amp;id=8609:ix-dani-borovnica-na-kopaoniku&amp;catid=310:najava&amp;Itemid=573">http://www.topsrbija.com/index.php?option=com_content&amp;view=article&amp;id=8609:ix-dani-borovnica-na-kopaoniku&amp;catid=310:najava&amp;Itemid=573</a> |

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|                                  | of Brus.  |   |                             |   |   |
| "Pasuljijada " Bean Festival     | Ekocenter "Vodomar 05" and Salas 137, Ministry of Trade, Tourism and Telecommunications and the Provincial Secretariat for Agriculture, Water Management and Forestry | <p>Visitors year after year are delighted with the organization in which everything runs unobtrusively, easily and without interruption, and in particular the space and the presence of the cult Salas 137.</p> <p>Each year, in September, in the rustic ambience for a lot of unique Salas 137, in Čenej, organized by, Pasuljijada is held (BEAN festival - International beef cooking competition) which gathers fans of beans and other specialties of our region, people of good will from various parts of Serbia, but also beyond its borders.</p> | 8-9 <sup>th</sup> September | Cenej Salaš 137, near Novi Sad.   | <a href="http://beanfestival.rs/">http://beanfestival.rs/</a>                         |
| Agriculture Fair in Backa Topola | Municipal Union and Local Self-Government Bačka Topola  | <p>Fair gives promotion of various services for the needs of the farmers from Bačka Topola marked winemakers, as well as housewives and culinary delicacies.</p> <p>Promotes Technological innovations in field of ag. production as well as customs and traditions of our ancestors.</p>   | 6-8 <sup>th</sup> September | <a href="http://rtv.rs/sr_lat/vojvodina/otvorensajam-top-expo-u-backoj-topoli_419436.html">http://rtv.rs/sr_lat/vojvodina/otvorensajam-top-expo-u-backoj-topoli_419436.html</a> |   |
| Winterfest.                      | Winterfest team   | <p>WinterFest gathers the best winemakers, chefs and owners of the most famous restaurants in the region, gastro-bloggers, F &amp; B managers of the best hotels, chefs of foreign embassies in Belgrade, journalists, artists and celebrities.</p> <p>The aim of WinterFest is the training of participants that is organized through lectures, panel discussions and acquaintances with wine and gastronomic offer of the region, along with</p>  | End of March                | Kopaonik  | <a href="http://winterfest.interfest.org.rs/">http://winterfest.interfest.org.rs/</a> |

|                           |   |  |                           |          |   |
|---------------------------|---|--|---------------------------|----------|---|
|                           |   | tastings at the Grand Hotel Salon. Winterfest is held in the most famous ski center in Serbia and one of the most beautiful in Europe.   |                           |          |   |
| Interfest                 | Interfest team  | <p>As a festival aimed at promoting wine and wine culture, Interfest offers numerous publications and workshops on new technological achievements in wine production and wine growing, about changing market and catering relations, about new wine categorization as well as to increasingly important marketing and the inexhaustible tourist potentials that the wine has. Interfest also offers lectures and, of course, demonstration exercises. On the Interfest you can also hear about the positive effects of wine on human health.</p> <p>In order for the story to be a complete enjoyment, Interfest invites tambourines and jazz, and finds something for everyone's taste. More dynamic visitors to the Interfest leads to excursions to Sremski Karlovci and Fruska Gora.</p> | 19 <sup>th</sup> June     | Novi Sad | <a href="http://interfest.in-terfest.org.rs/">http://interfest.in-terfest.org.rs/</a>                         |
| Agriculture Fair in Blace | The Ministry of Agriculture, Forestry and Water Management, CCIS, the Municipality of Blace and the Municipality of Kuršumljia. | Exhibitors at the fair are representatives of chemical houses, commercial banks, producers of agricultural machinery, insurance companies and exhibitors of agricultural products.   | 22 <sup>nd</sup> March    | Blace    | <a href="https://toblace.rs/sajam-poljoprivrede-u-blacu/">https://toblace.rs/sajam-poljoprivrede-u-blacu/</a> |
| "Ukus Fest"               | Ukus Fest Team  | Taste Fest is a manifestation of a continuous character, an idea that promotes agricultural production, processing and sale, in the form of modern food and beverage presentations, three times a year. The first on the menu is "Spring Ukus Fest", which is a unique blend of all senses of taste, smell, and experience for   | 23-24 <sup>th</sup> March | Belgrade | <a href="https://www.facebook.com/ukusfest/">https://www.facebook.com/ukusfest/</a>                           |



|                    |                         |  |                               |          |   |
|--------------------|-------------------------|--|-------------------------------|----------|---|
|                    |                         | <p>memory. The idea of the festival is to show all visitors from the country and abroad the quality and unforgettable experience of Serbian food. Visitors have the opportunity to starve themselves with old, good desserts, jams, walnuts, donuts and many more secret surprises. Of course, sweet treats come from selected homemade cakes and sweets of sweets, as from the grandmother's kitchen. On the palette of the offer of the "Spring Ukus of Fest" are the tasting of the best cheeses, dried meat products of renowned wines, liqueurs and brandy. All visitors of the festival have the opportunity to glorify the imagination of the playful tastes of real local specialties like old forgotten dishes, which simply invite us to taste them with their aromas.</p> <p>In addition to agricultural producers, the festival gathers well-known names in the world of agriculture, technological innovations, marketing, agricultural institutes and other educational institutions that unselfishly help producers in the way of improving their production and placement of products.</p> |                               |          |   |
| Belgrade Food Show | Belgrade Food Show Team | <p>Two-day gathering of buyers and distributors of artisan and specialty food products with select producers from Serbia and the region.</p> <p>The main „stars“ of the event are specialty food producers, who present their products to visitors, receive praise and suggestions and exchange experiences, while from the conference part they take new knowledge for even better business and entrance to domestic, regional and global markets.</p> <p>During two days, domestic and international experts and producers talk about opportunities for Serbian food, market innovations and trends, routes to success, buyer expectations, premium brands...</p> <p>During the exhibition, meetings of producers with buyers and</p>  | %-6 <sup>th</sup><br>November | Belgrade | <a href="http://belgradefoodshow.rs/">http://belgradefoodshow.rs/</a> |

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|  |  | distributors from around the world are organized. |  |  |  |
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## Section 6: Innovative agro-food companies

### 13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority   | Description (50-100 words)  | File <sup>15</sup> or link (URL)  |
|---|---|---|---|
| SUPPORT PROGRAM for OPENING OF REGIONAL INNOVATION STARTUP CENTERS        | Cabinet of the Minister without portfolio in charge of innovation and technological development | The overall objective of this program is the systematic improvement of the innovation ecosystem in the whole territories of the Republic of Serbia through the support of the opening of regional innovation startup centers. The ultimate goal of the Program is to provide the necessary conditions and equal conditions chances of realization and development of innovative entrepreneurial ideas in all parts of Serbia. | <a href="https://inovacije.gov.rs/wp-content/uploads/2018/05/2.-Program-podrske-osnivanju-regionalnih-startup-centara.pdf">https://inovacije.gov.rs/wp-content/uploads/2018/05/2.-Program-podrske-osnivanju-regionalnih-startup-centara.pdf</a> |
| THE LAW INNOVATION WORK   | O.G. RS", No. 110/2005, 18/2010 and 55/2013)  | This law regulates the basic principles, goals and organization of the application of scientific knowledge, technical and technological knowledge, inventiveness and inventiveness, in the function of creation and realization, in relation to the existing technical and technological basis, new and improved products, processes and services, as a driver of development Republic of Serbia                              | <a href="https://www.paragraf.rs/propisi/zakon_o_inovacionoj_delatnosti.html">https://www.paragraf.rs/propisi/zakon_o_inovacionoj_delatnosti.html</a>   |

<sup>15</sup> Attach file or give the appropriate link

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**  
(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision)                         | Issuing authority       | Description (50-100 words)   | File <sup>16</sup> or link (URL)  |
|---|-------------------------|--|---|
| Law on Agriculture and Rural Development  | Ministry of Agriculture | adopted in 2009) – which defined mechanisms for creating and implementing agricultural policy and the key documents governing the agricultural policy in the medium and long term perspective                                      | <a href="https://www.paragraf.rs/propisi/zakon_o_poljoprivredi_i_ruralnom_razvoju.html">https://www.paragraf.rs/propisi/zakon_o_poljoprivredi_i_ruralnom_razvoju.html</a>                               |
| Law on Incentives in Agriculture and Rural Development  | Ministry of Agriculture | (adopted in 2014) which replaced the Law on agriculture and rural development– and regulates the types of support, funding and ways of implementation, but does not deal with matters on creating and adopting of the policy frame | <a href="https://www.paragraf.rs/propisi/zakon_o_podsticajima_u_poljoprivredi_i_ruralnom_razvoju.html">https://www.paragraf.rs/propisi/zakon_o_podsticajima_u_poljoprivredi_i_ruralnom_razvoju.html</a> |
| Annual Regulation on the allocation of subsidies in agriculture and rural development             | Ministry of Agriculture | defines the total funds, the type and maximum amounts for certain incentives in accordance with the Law on incentives in agriculture and rural development and the annual law on the budget of the Republic of Serbia.             | <a href="http://www.uap.gov.rs">www.uap.gov.rs</a>  |
| Annual rulebooks on conditions and way of exercising the right to support for particular measures | Ministry of Agriculture | stipulate in detail amount of support, eligibility criteria and the way of exercising both the rights and responsibilities of beneficiaries.   | <a href="http://www.uap.gov.rs">www.uap.gov.rs</a>  |

<sup>16</sup> Attach file or give the appropriate link

|  |                            |   |   |
|--|----------------------------|---|---|
| SUPPORT PROGRAM TO DEVELOPMENT OF INNOVATIVE CLUSTERS  | Serbian Development Agency | <p>The overall objective of the Program is to increase the productivity and competitiveness of domestic enterprises and entrepreneurs by linking to clusters, as well as strengthening the cooperation of micro, small and medium enterprises and entrepreneurs with scientific research organizations.</p> <p>Clusters are legal entities, geographical concentrations of interconnected companies, specialized suppliers, service providers, enterprises in related sectors and related institutions in areas where they compete, but also cooperate.</p> <p>The project activities that are the subject of financing are:</p> <p>Costs for the development and / or realization of joint innovative projects that relate to the development of new or improved existing products, processes or services;</p> <p>Costs of production and testing of prototypes and new design of products and packaging, introduction and testing of new production process;</p> <p>Fair activities of the cluster of the organization.</p> | <a href="http://ras.gov.rs/en/sme-development/projects/support-program-to-development-of-innovative-clusters">http://ras.gov.rs/en/sme-development/projects/support-program-to-development-of-innovative-clusters</a> |
| Rulebook on incentives for investments in the processing and marketing of agricultural, food and fishery products for procurement of equipment in the milk, meat, wine, beer and strong alcoholic beverages sector | Ministry of Agriculture    | <p>These rules specify the types of incentives for investment programs in agriculture to improve competitiveness, which includes investment support in the processing and marketing of agricultural and food products and products</p> <p>fisheries for the procurement of equipment in the milk, meat, fruits, vegetables and grapes sector (further text: incentives), conditions, manner of exercising the right to incentives, requests forms for exercising the right to incentives, as well as the maximum amount of incentives per to the user of the incentive.</p>   | <a href="http://uap.gov.rs/wp-content/uploads/2017/03/Prerada-1.pdf?lang=lat">http://uap.gov.rs/wp-content/uploads/2017/03/Prerada-1.pdf?lang=lat</a>   |
| RULE BOOK  | Ministry of                | This policy specifies in detail the types of incentives to support the  | <a href="http://uap.gov.rs/wp-">http://uap.gov.rs/wp-</a>   |

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| on incentives for investments in the physical property of the agricultural holding for procurement of quality breeding heads for the improvement of primary cattle breeding agricultural production | Agriculture         | program that are refers to improving competitiveness through investments in physical assets agricultural holdings for the procurement of quality bottlenecks for improvement primary cattle-breeding agricultural production (hereinafter: incentives), conditions, the manner of exercising the right to incentives, the form of request for exercising the right to incentives, as well as the maximum amount of incentives per user and type of incentive.  | <a href="http://content/uploads/2018/06/nabavka-priplodnih-grla-1.pdf?lang=lat">content/uploads/2018/06/nabavka-priplodnih-grla-1.pdf?lang=lat</a>  |
| Entrepreneurship development program in serbia  | Ministry of Economy | General aim of the program which supports the development of enterprenuerships are support to investments and diversification of business and develometn of export through inclusion of domestic legal entities in supply chins of big markets. Program supports investments in construction of new production capacities, increase of value of goods and expoer and strengthens the competitiveness of producers.   | <a href="http://privreda.gov.rs/wp-content/uploads/2017/09/Program-Podrske-Investicijama-U-Privredi.pdf">http://privreda.gov.rs/wp-content/uploads/2017/09/Program-Podrske-Investicijama-U-Privredi.pdf</a>   |
| ENTERPRISE PROGRAMMING PROGRAM THROUGH THE DEVELOPMENT PROJECTS IN 2019   | Ministry of Economy | <p>The funds defined by the Program are intended for:</p> <ul style="list-style-type: none"> <li>- purchase, construction, upgrade, reconstruction, adaptation, rehabilitation, investment maintenance of the production space or business space that is in the composition production space, or space in which production or storage is carried out products,</li> <li>- purchase of new or used production and construction equipment (not older than five years), including delivery vehicles for the transport of their own products and other transport means used in the production process,</li> <li>- permanent working capital, which can comprise not more than 20% of the total investments,</li> </ul> | <a href="http://privreda.gov.rs/wp-content/uploads/2019/01/Informacija-o-Sprovedjenju-Programa-Podsticanja-Preduzetnistva-Kroz-Razvojne-Projekte-U-2019.pdf">http://privreda.gov.rs/wp-content/uploads/2019/01/Informacija-o-Sprovedjenju-Programa-Podsticanja-Preduzetnistva-Kroz-Razvojne-Projekte-U-2019.pdf</a> |

|  |                     |  |   |
|--|---------------------|--|---|
|  |                     | - purchase of software and other intangible assets   |   |
| Regulation on the establishment of support programs for small enterprises for the procurement of equipment | Ministry of Economy | This program regulates support to small legal entities for procurement of equipment.   | <a href="http://privreda.gov.rs/wp-content/uploads/2018/04/URED-BA-PROGRAM-OPREMA-2018.pdf">http://privreda.gov.rs/wp-content/uploads/2018/04/URED-BA-PROGRAM-OPREMA-2018.pdf</a>   |
| Program for stimulating entrepreneurship through development projects in 2019                              | Development Fund    | The funds defined by the Program are intended for: purchase, construction, upgrade, reconstruction, adaptation, rehabilitation, investment maintenance, production space or business premises that are part of the production area, or the space in which the production or storage of the product is carried out, the purchase of new or used production equipment (not older than five years), including delivery vehicles for the transport of own products and other transport equipment used in the production process, permanent working capital - which can comprise not more than 20% of the UK rall investing, acquiring software and other intangible assets.  | <a href="https://fondzarazvoj.gov.rs/download/E9OMZS2_Program_podsticanja_preduzetnistva_kroz_razvojne_projekte_u_2019_godini.pdf">https://fondzarazvoj.gov.rs/download/E9OMZS2_Program_podsticanja_preduzetnistva_kroz_razvojne_projekte_u_2019_godini.pdf</a> |
| Start up loans   | Development Fund    | <p>The funds are intended as financial support, for investments to individuals who want to start their own business, or existing entrepreneurs, micro and small companies, registered at the Business Registers Agency at the earliest in the year preceding the year of submission of the request.</p> <p>For funds under the Program, clients who previously were founders and owners of the most one economic entity, which was deleted from the register, can be applied before publishing a public invitation. Investments that can be financed under this Program include: upgrade, reconstruction, adaptation, rehabilitation, business or production space, purchase of equipment (new or used, not older than five years), as well as permanent working capital, which can participate up to 20% in the structure of total investment investment.</p> | <a href="https://fondzarazvoj.gov.rs/download/STWQKJ2_Uredba_Start_Up-2019.pdf">https://fondzarazvoj.gov.rs/download/STWQKJ2_Uredba_Start_Up-2019.pdf</a>   |

|   |                |   |   |
|---|----------------|---|---|
| Program of co financing the innovations | Inovation Fund | The innovation co-financing program is aimed at companies that need substantial financial resources for the commercialization of research and development. The program aims to further develop existing innovative knowledge-based enterprises, to encourage the establishment of cooperation with international partners and increase the number of technology companies.  | <a href="http://www.inovacionifond.rs/program/program-sufinansiranja-inovacija">http://www.inovacionifond.rs/program/program-sufinansiranja-inovacija</a> |
| INNOVATION VOUCHERS                     | Inovation Fund | Innovation vouchers represent a simple financial incentive that enables small and medium-sized enterprises to, using the services of the scientific research sector, raise the level of innovation of their products and become more competitive on the market. They are intended for small and medium-sized enterprises that require the services of scientific and research organizations to solve the technical / technological problem they encounter in their business, that is, for the transfer of scientific, technological or innovative services that are new to the enterprise.  | <a href="http://www.inovacionifond.rs/program/inovacioni-vauceri">http://www.inovacionifond.rs/program/inovacioni-vauceri</a>                             |
| TRANSFER TECHNOLOGY PROGRAM             | Inovation Fund | <p>Within the Innovation Fund, a central Technology Transfer Office has been set up to support local technology transfer centers, scientific research organizations, and other organizations that support innovation, with the aim of increasing their ability and efficiency in the commercialization of inventions.</p> <p>The Office fulfills its mandate through the implementation of the Technology Transfer Program, which identifies research with commercial potential and provides further support in order to raise commercial readiness to a higher level. Support can be in the form of expert assistance to define the strategy and connect and establish cooperation with interested commercial partners and in the form of approving financial resources for further development of inventions / innovations.</p> | <a href="http://www.inovacionifond.rs/program/program-transfera-tehnologije">http://www.inovacionifond.rs/program/program-transfera-tehnologije</a>       |

## ANNEX IX: Primary and secondary data (UNIBAS)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster                                 | Description<br>(50-100 words)   | Contact info<br>(name, organization, address, email,<br>telephone number, website)            | Website<br>(URL)  |
|---|---|---|---|
| Consorzio OP del Mediterraneo<br>Soc. Coop. ARL | The consortium includes fruit and vegetable producers and commercializes the canned tomato with the name of "Rosso Lucano".   | <a href="mailto:consorzio_op@tiscali.it">consorzio_op@tiscali.it</a><br>+39 0972/460094       | <a href="https://www.facebook.com/pages/category/Agricultural-Cooperative/Consorzio-OP-del-Mediterraneo-1542907999329649/">https://www.facebook.com/pages/category/Agricultural-Cooperative/Consorzio-OP-del-Mediterraneo-1542907999329649/</a> |
| Agricolafelice                                  | Specialized in the production, processing and marketing of kohlrabi, escarole, apricots, peaches and plums for drying   | <a href="mailto:opagricolafelice@gmail.com">opagricolafelice@gmail.com</a><br>+39 0835/810061 | <a href="http://aziendatroyli.myadj.it/v/aziendatroyli">http://aziendatroyli.myadj.it/v/aziendatroyli</a>   |
| Assofruit                                       | Asso Fruit Italia (AFI) is one of the historic Producers' Organizations of Southern Italy with 300 associated farms and about 60 million euros in annual income. It produces citrus fruits, watermelons, melons, strawberries, raspberries, peaches, apricots, grapes and vegetables. | <a href="mailto:info@assofruititalia.it">info@assofruititalia.it</a><br>+39 0835/953951       | <a href="https://www.assofruititalia.it/">https://www.assofruititalia.it/</a>   |
| OP Agorà  | The OP Agorà, was born from the union of agricultural entrepreneurs, producers of vegetables, fruits and citrus   | <a href="mailto:info@opagora.it">info@opagora.it</a>  | <a href="http://www.opagora.it/soci/">http://www.opagora.it/soci/</a>   |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)



|                               |   |  |   |
|-------------------------------|---|--|---|
|                               | fruits, with historical experience, operating in the Ionian belt of Puglia, Basilicata and Calabria region.   | <a href="mailto:opagora@pec.it">opagora@pec.it</a><br>+39 0835 745658  |   |
| Terre della Luce              | Founded in 2016 in Basilicata, the OP presents the production of strawberries under the brand name Candonga Fragola Top Quality®, the only Italian strawberry in the Premium Price range and the most popular in Italy and abroad. In fact, within the OP there are farms belonging to the Candonga Club, the consortium of the Candonga Strawberry Top Quality®. It has recently introduced the production of the prestigious variety of raspberries Adelita, aiming to specialize even more in the production of berries. | <a href="mailto:comunicazione@terredellaluce.it">comunicazione@terredellaluce.it</a><br>(+39) 0835 18.52.977 | <a href="http://www.terredellaluce.it/">http://www.terredellaluce.it/</a>                         |
| Primo sole                    | Primo Sole is a cooperative created with the intent to promote and market its products in domestic and foreign markets. Primo Sole was the leader in creating OP Primo Sole, a farmer's association, which markets as of Jan 2nd 2017 farmer's products under its own name. The cultivation is directly supervised by Primo Sole's staff across all phases, from production to processing.  | <a href="mailto:info@primosoleortofrutta.com">info@primosoleortofrutta.com</a>                               | <a href="http://www.primosoleortofrutta.com/">http://www.primosoleortofrutta.com/</a>             |
| CLUSTER LUCANO DI BIOECONOMIA | The Lucano Cluster of Bioeconomy was created by an initiative of various public and private entities under the direction of the Basilicata Region that adopted the regional strategy for smart specialization of research and innovation 2014-2020, identifying five thematic areas of potential development based on the structuring of specific cluster.  | <a href="mailto:info@clusterlucanobioeconomia.org">info@clusterlucanobioeconomia.org</a>                     | <a href="https://www.clusterlucanobioeconomia.org/">https://www.clusterlucanobioeconomia.org/</a> |

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional program<br>or initiative, legislation,<br>regulation) | Responsible authority | Description (50-100 words)  | File <sup>2</sup> or link (URL)   |
|--|-----------------------|---|---|
| PSR - Rural development<br>program by Basilicata Region                                    | Basilicata Region     | <p>It is the regional program operating under EU Common Agricultural Policy (PAC). It supports the activity of agricultural entrepreneurs, in order to protect and reinforce the future of agriculture and rural life. The program is oriented to improve the competitiveness of agriculture and to make sustainable management of natural resources and developing actions for climate improvement. It ensures balanced territorial development for rural areas.</p> <p>The rural development policy, the second pillar of the CAP, complementary to the cohesion policy defined in the Partnership Agreement, is implemented through the national and regional Rural Development Programs in the period 2014-2020</p> | <a href="http://europa.basilicata.it/feasr/">http://europa.basilicata.it/feasr/</a> |

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network | Description<br>(50-100 words) | Contact info<br>(name, organization, address, email, | Website<br>(URL) |
|-----------------|-------------------------------|--|------------------|
|-----------------|-------------------------------|--|------------------|

<sup>2</sup> Attach file or give the appropriate link

|   |   | telephone number, website)   |   |
|---|---|--|---|
| Pistacchio di Stigliano                             | The company was founded in the 90s from a production of pistachios of only 5 in the province of Matera. Currently produces and markets pistachios, flour, pesto, cream and grains. It boasts sales and distribution points throughout Italy.  | 347/1087243<br>info@pistacchiodistigliano.it   | <a href="https://www.pistacchiodistigliano.it/">https://www.pistacchiodistigliano.it/</a>   |
| VùLTURE DOP   | The Consortium for the Protection of the Denomination of Protected Origin for Extra Virgin Olive Oil Vùlture gathers most of the growers, oil mills and packagers of the nine municipalities within the geographical area of D.O.P. "Vùlture" (Atella, Barile, Ginestra, Maschito, Melfi, Rapolla, Rionero in Vùlture, Ripacandida and Venosa), which have formed a single reality aimed at defending and promoting their oil.  | <a href="mailto:info@oliovu.com">info@oliovu.com</a><br>T +39 0972 3746<br>F +39 0972 32519                                      | <a href="http://www.vulturedop.it/">http://www.vulturedop.it/</a>   |
| Distretto agroalimentare di qualità del metapontino | The Metapontino Agri-food Quality District is located along the Ionian strip of Basilicata, in the province of Matera. Consisting of 12 municipalities, with a total agricultural area of 74,000 hectares of which about 21,000 are invested in fruit and vegetables, the District accounts for 80% of the entire fruit and vegetable production of the Region. Quality, excellence and variety characterize the production of metapontino. Peach, apricot, plum, strawberry, orange, clementine, actinidia, table grapes, cauliflower, fennel, salad, asparagus, aubergines, tomatoes, peppers, respecting the consumer and the territory. | <a href="mailto:info@distrettoagmetapontino.it">info@distrettoagmetapontino.it</a><br>tel +39 0835 745071<br>fax +39 0835 745286 | <a href="http://www.distrettoagmetapontino.it/italia/le-produzioni/la-filiera-ortofrutticola/">http://www.distrettoagmetapontino.it/italia/le-produzioni/la-filiera-ortofrutticola/</a> |

## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan           | Responsible person/ organization                               | Description<br>(50-100 words)   | File <sup>5</sup> or link (URL)   |
|-------------------------------|--|---|---|
| Smart Specialization Strategy | Basilicata Region  | <p>The Smart Specialisation strategic document has been developed to improve the effectiveness regional systems responsible for the implementation of research and innovation policies by avoiding fragmentation, discouraging the tendency to replicate regional specialisations in similar fields and developing innovation strategies in a realistic and workable way. The Basilicata Region has based the drafting process of the regional S3 on a solid analysis of the regional innovation system, which was aimed at highlighting not only the features of the system, but also to identify prospects and technological trajectories for future development. Following a participative process the S3 document identifies the key areas where to focus the initiatives of the new policy programming period.</p> <p>The specialisation area of green economy represents a domain in which agro-food sector is described and organized in a strategic perspective of innovation and development</p> | <a href="https://ec.europa.eu/growth/tools-databases/regional-innovation-monitor/policy-document/smart-specialisation-strategy-basilicata">https://ec.europa.eu/growth/tools-databases/regional-innovation-monitor/policy-document/smart-specialisation-strategy-basilicata</a> |
| Rapporto 2017 qualivita       | ISMEA (Institute of Services for the Agricultural Food Market) | Report comparing regional PDO, PGI, TSG productions in Italy. The report proposes synthetic information for regional production in Italy. update 2017   | <a href="http://www.ismea.it/flex/cm/pages/ServeAttachment.php/L/IT/D/b%252F3%252F7%252FD.31a76085f7a7aa84f6aa/P/">http://www.ismea.it/flex/cm/pages/ServeAttachment.php/L/IT/D/b%252F3%252F7%252FD.31a76085f7a7aa84f6aa/P/</a>   |

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link

|   |                      |  |   |
|---|----------------------|--|---|
|   |                      |  | BLOB%3AID%3D10226/E/pdf   |
| I PRODOTTI AGROALIMENTARI DI QUALITÀ DOP, IGP ,STG        | ISTAT                | Statistical information on PDO, PGI, TSG productions in Italy provided by the national statistical institute | <a href="https://www.istat.it/it/files//2018/12/REPORT-DOP-IGP-2017.pdf">https://www.istat.it/it/files//2018/12/REPORT-DOP-IGP-2017.pdf</a>   |
| RAPPORTO SULLA COMPETITIVITÀ DELL'AGROALIMENTARE ITALIANO | ISMEA                | Report on agro-food sector competitiveness in Italy  | <a href="http://www.ismea.it/flex/cm/pages/ServeAttachment.php/L/IT/D/a%252Ff%252F4%252FD.851eeb695cc245d68b89/P/BLOB%3AID%3D10303/E/pdf">http://www.ismea.it/flex/cm/pages/ServeAttachment.php/L/IT/D/a%252Ff%252F4%252FD.851eeb695cc245d68b89/P/BLOB%3AID%3D10303/E/pdf</a> |
| L'AGROALIMENTARE IN ITALIA PRODUZIONE ED EXPORT           | Italian Trade Agency | Import - export data on agro-food sector in Italy  | <a href="https://www.ice.it/sites/default/files/inline-files/NOTA_AGROALIMENTARE_E_VINI_2017.pdf">https://www.ice.it/sites/default/files/inline-files/NOTA_AGROALIMENTARE_E_VINI_2017.pdf</a>   |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/ organization | Title of EU funded project | Description (50-100 words) | File <sup>6</sup> or link (URL) |
|----------------|----------------------------------|----------------------------|----------------------------|---------------------------------|
|----------------|----------------------------------|----------------------------|----------------------------|---------------------------------|

<sup>6</sup> Attach file or give the appropriate link

|        |   |             |   |   |
|--------|---|-------------|---|---|
| I4Food | South Transdanubian Regional Development Agency | Interreg 4C | I4Food project has grown out from the changes have taken place within European food producing industry. The fundamentally different playing field this sector is facing now is characterised with increased international trade in food and beverages, significant changes to traditional markets and consumer expectations. Whilst on one hand it is needed to participate in the European and in the world market, on the other there are constraints to contribute to European and regional social-economic-territorial cohesion and also to stimulating and making European food industry itself more innovative, competitive and sustainable. When assessing these challenges, several issues are to be considered: food industry means employment opportunities in regions where high value added sectors are not present, could be a source of innovation and economic cooperation for regional SMEs. By exploiting safe, healthy and regional food products SMEs may target new market areas, attract investments and skilled | <a href="http://www.interreg4c.eu/projects/project-details/index-project=167-interregional-cooperation-for-competitive-and-sustainable-regional-food-industries&amp;.html">http://www.interreg4c.eu/projects/project-details/index-project=167-interregional-cooperation-for-competitive-and-sustainable-regional-food-industries&amp;.html</a> |
|--------|---|-------------|---|---|

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/organization | Description<br>(50-100 words) | File <sup>8</sup> or link (URL) |
|----------------|---------------------------------|-------------------------------|---------------------------------|
|----------------|---------------------------------|-------------------------------|---------------------------------|

<sup>7</sup> National or regional exporters association

<sup>8</sup> Attach file or give the appropriate link

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**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**  
 (For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of study</b> | <b>Responsible person/ organization</b> | <b>Title of cluster or cooperation network</b> | <b>Description (50-100 words)</b> | <b>File<sup>10</sup> or link (URL)</b> |
|-----------------------|---|--|-----------------------------------|--|
|                       |   |  |                                   |  |
|                       |   |  |                                   |  |
|                       |   |  |                                   |  |
|                       |   |  |                                   |  |
|                       |   |  |                                   |  |

<sup>9</sup> See also questions 1 and 3.

<sup>10</sup> Attach file or give the appropriate link

## Section 3: Exports and imports of agro-food products

**8. List of agro-food exporters in your region/country.**

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of company/<br/>association</b> | <b>Types of agro-food products</b>                   | <b>Contact info<br/>(name, organization, address, email, telephone<br/>number, website)</b>  | <b>Website<br/>(URL)</b>  |
|--|--|--|---|
| Club Candonga®                           | Strawberries   | Club Candonga, Soc. Coop. Consortile<br>Viale Salerno, 13/15<br>75025 Policoro, MT<br>Basilicata, ITALIA<br>info@candonga.it<br>(+39) 0835 18.52.977 | <a href="http://www.candonga.it/">http://www.candonga.it/</a>   |
| Pistacchio di Stigliano                  | Pistachios and processed and semi-processed products | Pistacchio di Stigliano<br>C.da Sauro - Capalbi<br>75018 Stigliano Matera<br>info@pistacchiodistigliano.it<br>+393471087243                          | <a href="https://www.pistacchiodistigliano.it/index.php?option=com_content&amp;view=article&amp;layout=pistacchio:video&amp;id=2&amp;Itemid=101">https://www.pistacchiodistigliano.it/index.php?option=com_content&amp;view=article&amp;layout=pistacchio:video&amp;id=2&amp;Itemid=101</a> |
| Cara terra lucana                        | Agri-food products, from production to distribution. | Cara terra lucana<br>Mele Catia, REA: PZ138082<br>C.da Mancuoso 23<br>85032 Chiaromonte<br>Potenza   | <a href="https://caraterralucana.it/">https://caraterralucana.it/</a>   |



|  |  |  |  |
|--|--|--|--|
|  |  | Italy<br>info@caraterralucana.it<br>+39 3394743462 |  |
|--|--|--|--|

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food products | Contact info<br>(name, organization, address, email, telephone number,<br>website) | Website<br>(URL) |
|----------------------------------|-----------------------------|--|------------------|
|                                  |                             |  |                  |
|                                  |                             |  |                  |
|                                  |                             |  |                  |
|                                  |                             |  |                  |
|                                  |                             |  |                  |

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of | Issuing authority | Description | File <sup>12</sup> or link (URL) |
|------------------|-------------------|-------------|----------------------------------|
|------------------|-------------------|-------------|----------------------------------|

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

| regulation (e.g., law, directive, governmental decision) |  | (50-100 words) |  |
|--|--|----------------|--|
|  |  |                |  |
|  |  |                |  |
|  |  |                |  |
|  |  |                |  |
|  |  |                |  |

#### Section 4: EU quality schemes for agro-food products

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product                                    | Type of label (PDO, PGI, TSG or organic) | Cultivation areas   | Production     | Trade         | Exports       |
|--|--|---------------------|----------------|---------------|---------------|
| Fruit, vegetables and cereals:<br>Fagioli Bianchi di Rotonda | PDO                                      | Province of Potenza | 1900 kg (2016) | not available | not available |
| Fruit, vegetables and  | PGI                                      | Province of Potenza | 15.154 (2014)  | 0.09          | 0.06          |

<sup>12</sup> Attach file or give the appropriate link

<sup>13</sup> Provide data from 2010 till most recently

|  |     |                                |  |                        |                         |
|--|-----|--------------------------------|--|------------------------|-------------------------|
| cereals:<br>Fagioli di Sarconi                               |     |                                |  | Mln €<br>(2014)        | Mln €<br>(2014)         |
| Fruit, vegetables and cereals:<br>Lenticchia di Altamura     | PGI | Province of Potenza and Matera | Not available (product registered in 2017) | not available          | not available           |
| Meat products:<br>Lucanica di Picerno                        | PGI | Province of Potenza            | Not available (product registered in 2018) | not available          | not available           |
| Cheese:<br>Caciocavallo Silano                               | PDO | Province of Potenza and Matera | 781.320 kg<br>(2016)                       | 7.4<br>Mln €<br>(2016) | 0.90<br>Mln €<br>(2016) |
| Cheese:<br>Canestrato di Moliterno                           | PGI | Province of Potenza and Matera | 36,360<br>kg<br>(2016)                     | not available          | not available           |
| Cheese:<br>Pecorino di Filiano                               | PDO | Province of Potenza            | 1,001 kg (2016)                            | 0,01 Mln €<br>(2016)   | not available           |
| Fruit, vegetables and cereals:<br>Melanzana Rossa di Rotonda | PDO | Province of Potenza            | 30602 kg<br>(2016)                         | 0,04 mln € (2016)      | not available           |
| Bread and pastry products:<br>Pane di Matera                 | PGI | Matera                         | 9179 kg<br>(2012)                          | not available          | not available           |

|  |     |                                |                   |                   |                   |
|--|-----|--------------------------------|-------------------|-------------------|-------------------|
| Fruit, vegetables and cereals:<br>Peperone di Senise | PGI | Province of Potenza and Matera | 1736 Kg (2015)    | 0,01 mln € (2010) | not available     |
| Oil<br>Vulture                                       | PDO | Province of Potenza            | 2733 L (2016)     | 0,02 mln € (2016) | 0,02 mln € (2016) |
| Food<br>Mozzarella                                   | TSG | Italy                          | 1751310 kg (2016) | 12 mln € (2016)   | not available     |
| Food:<br>PIZZA NAPOLETANA                            | TSG | Italy                          | not available     | not available     | not available     |
| Wine:<br>Aglianico del Vulture                       | PDO | Province of Potenza            | 15,859 hl         | 2.81 mln €        | not available     |
| Wine:<br>Aglianico del Vulture Superiore             | PDO | Province of Potenza            | 465 hl            | 0.09 mln €        | not available     |
| Wine:<br>Grottino di Roccanova                       | PDO | Province of Potenza            | 328 hl            | 0,06mln €         | not available     |

|                                     |     |                                   |               |               |               |
|-------------------------------------|-----|-----------------------------------|---------------|---------------|---------------|
| Wine:<br>Terre dell'alta val d'agri | PDO | Province of Potenza               | 146 hl        | 0,03 mln €    | not available |
| Wine:<br>Basilicata IGP             | PGI | Province of Potenza<br>and Matera | not available | not available | not available |
| Wine:<br>Matera DOP                 | PDO | Province of Matera                | 1299 hl       | 0,23 mln €    | not available |

### Section 5: Trade fairs, trade shows and exhibitions

#### 12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair, trade<br>show, exhibition) | Organization<br>body | Description (50-100 words regarding the<br>scope and the agro-food products<br>covered) | Dates | Place | Website<br>(URL) |
|--|----------------------|---|-------|-------|------------------|
|  |                      |   |       |       |                  |
|  |                      |   |       |       |                  |
|  |                      |   |       |       |                  |

<sup>14</sup> Select events that occur regularly (e.g., every year)

|  |  |  |  |  |  |
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## Section 6: Innovative agro-food companies

### 13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>15</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |

### 14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?

(If yes, provide the information in the following table. You may add as many lines as necessary.)

<sup>15</sup> Attach file or give the appropriate link

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
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<sup>16</sup> Attach file or give the appropriate link

## ANNEX X: Primary and secondary data (UCCIAL)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster   | Description<br>(50-100 words)   | Contact info<br>(name, organization, address, email,<br>telephone number, website)                                      | Website<br>(URL)  |
|-------------------|---|---|---|
| Subashi Olive Oil | Olive Oil Subashi is one of the largest companies in the country for processing olive oil. They are a producer of extra virgin and virgin olive oil. Their Olives are located in Marikaj, Tirana, in an area known for ancient times to grow several hundred years old olives. The main variety is the Calvinist Olive, an olive oil of great nutritional value and anti-carcinogenic. Olive oil "Subashi" also produces spicy olive oil combined with medicinal and aromatic plants, as well as olive-based cosmetic products. Subashi oil is honored with the "Quality Vulnerability" 2014 by the Ministry of Agriculture, Rural Development and Water Management. They are also valued at a number of awards at the national olive oil fairs and contests. | Silvana Subashi, Tirane,<br><a href="mailto:silvana_pinari@yahoo.com">silvana_pinari@yahoo.com</a><br>,+355 68 409 4211 | <a href="http://www.vajsubashi.com">http://www.vajsubashi.com</a> |
| DONI FRUITS Shpk  | Born as a small family business since the beginning of 1956,  | Ejup Ahmeti,  | <a href="http://www.donifruits.com">www.donifruits.com</a>        |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)



|                    |  |  |   |
|--------------------|--|--|---|
|                    | <p>Ahmet Ahmeti with activity, fruit and vegetable trade, During a long period of time, Ahmeti was developed mainly in different markets of Kosovo.</p> <p>The supply of fruit and vegetable products to the former Yugoslavia was made by different farmers from Kosovo, Macedonia but also from other countries of the former Yugoslavia.</p> <p>Throughout that period, Mr. Ahmeti was in the support of his sons Mr. Hajrush Ahmeti and Mr. Kadrush Ahmeti and after the death of his father, the two brothers inherit the father's activity by not stopping and simultaneously increasing the capacity of the commercial activity and simultaneously distributing same experience with new family generations.</p> <p>The solid basis of experience, work and joint commitments as a tireless body, created reputation and were well known by the citizens of Feirzaj and from the surrounding area but also in Kosovo as well as by the correctness, cleanliness in activity, product quality, care to the customer and the great commitment to work.</p> <p>The pace of growth in activity, the persistent prospect with quite satisfactory economic and financial indicators, for the managers of this business, it was sensible to undertake an investment, which was the establishment of a new organizational unit in the Republic of Albania: with the idea of chain kit for collection, cultivation, marketing of fruit and vegetable products.</p> | <a href="mailto:grup.ahmeti@donifruits.com">grup.ahmeti@donifruits.com</a> ,<br>Lushnje-Fier |   |
| Dupi - Frut Sh.P.K | WE ARE AMONG ONE OF THE MOST INTERESTING START-UPS WITH MAIN PURPOSE TO BRINGING ALBANIA AMONG THE EUROPEAN GARLIC PRODUCING COUNTRIES. THE  | Altin Dupi, <a href="mailto:dupifrut@gmail.com">dupifrut@gmail.com</a> ,<br>Kavaje           | <a href="https://www.dupifrut.com">https://www.dupifrut.com</a> |

|                 |  |  |   |
|-----------------|--|--|---|
|                 | COMPANY OPERATES IN TWO FACILITIES BASED IN KAVAJA AND OWNS OVER 90 H OF FARM IN KAVAJA AND FIER AREA. FURTHERMORE WE ARE AMONG THE FEW ALBANIAN COMPANIES THAT USES HIGH-END EQUIPMENT, MACHINES AND INFRASTRUCTURE IN PRODUCTION OF GARLIC. DUPI FRUT IS PRODUCER AND EXPORTER OF HIGH QUALITY ALBANIAN GARLIC SINCE 2015 WITH AN PRODUCTION OF OVER 90 HECTARES OF LAND AND ALSO AN PRODUCER OF A LARGE RANGE OF PRODUCTS INCLUDING, PEALED, MINCED AND POWDER GARLIC.  |  |   |
| AGROCON ALBANIA | The farm has a production area of 28.42 Ha, in which 10 Ha of Gothic type greenhouses are invested with state of the art construction technology, 13 ha of open field and 5 ha where tunnels for the growth of strawberries are to be built. Agrocon Albania Sh.pk has further invested (10 Ha) in the climatic system and (28 ha) in the irrigation system, in agricultural mechanics, agricultural treatment inputs and agricultural staff, turning the farm into one of the most modernized and completed farms with supporting logistics in the country. The diversity of investment and the diligence shown for the growth of fresh produce, has made Agrocon Albania to be the only company producing fresh vegetables certified by Global Gap standards (GGN 4056186669025). Certification according to Global Gap standards has enabled the expansion of markets in which the products are exported, such as Germany, Austria, Netherlands, etc. One of the company's goals is to meet the standards for providing safe products for each culture that is going to be produced. Thanks to investments in supporting logistics, since February 2017, the collecting process of farmers' produce of the area has started, thus transforming itself into a strategic point of the area for the production and | Florian Lama, <a href="mailto:f.lama@agrocon.al">f.lama@agrocon.al</a> | <a href="http://agroconalbania.al">http://agroconalbania.al</a> |

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|                          | distribution of fresh vegetables for export.   |  |   |
| ALIFRUT                  | <p>The Agriculture Cooperative (SHBB) «alifrut» is located in the region of Korça which is known for its tradition in fruit-growing and favourable climatic conditions. The company has a long experience of 23 years in the fruit-growing and has been active in the market since 1993, adjusting always to the market needs. Company's assets are 20 hectares of orchards, with modern technology, and intensive form of planting. Orchards are equipped with drip irrigation system, and the required services are carried out based on the plant needs using the best methods, by enabling high product quality and yield; Production of about 600-700 tons of fruit per year, of which 95 % is apple (mainly Starking, Gold Delicious, Granny Smith varieties) and cultivation of 5 new cultivars such as: Fuji, Gala, Rennet Griss, Ana Mari, and Super Red Chief. The new cultivars are of very high quality and highly demanded by the domestic and international market; Cold storage facilities with modern technology and capacity of 500 ton. Sorting and packaging system for fruits, fulfilling market requirements; Qualified staff of 10 persons for the overall management of cooperative, management of orchards and fruits marketing.</p> | Ferdinand Ali, <a href="mailto:alifrut@yahoo.com">alifrut@yahoo.com</a> , korce, |   |
| AGRO KONISPOLI<br>SH.P.K | <p>Established in 2017 and It is a family business company, one of the biggest companies operating in the area of Konispoli I Packaging, Distribution, Marketing and Export of Clementine. The company is based in south of Albania, Konispol. The micro climate of Konispoli Land is the main reason that makes Clementine Fruit as the tastiest in the World The supply of Clementine becomes from more than 300 producers. The company has ISO certificate of Conformity Global Gap Certificate. They strive to provide</p>   | Arjol Shero, <a href="mailto:sales@agrokonispoli.al">sales@agrokonispoli.al</a>  | <a href="http://agrokonispoli.al">http://agrokonispoli.al</a> |

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|   | you with the highest quality antibodies available!   |   |  |
| Besa Agro Invest Shpk<br>(person juridik) | Besa Agro Invest SHPK aims the cultivation of various agricultural crops and their wholesale and retail trading. Cultivation of olive, vineyards, fruit trees, for the purpose of trading their products and their byproducts by wholesale and retail. Production of seeds and seedlings for their trading. Establishment of the processing industry of agricultural and livestock products. Growth and development of agrotourism. Experimenting with new technologies for the cultivation of various crop cultures. Import and export and wholesale and retail trade of all processed and fresh and live livestock and livestock products, purchase of seeds, seedlings, various medicines for disease protection and pests. Import and export and wholesale and retail trade of machinery for agricultural and livestock production, tractors, means of transport and lines and machinery for production of agro-food products etc. Promote and organize all activities related to the production and marketing of farmers' products. Consultancy in the field of economy, agriculture, livestock and food including quality management plans, environment, tourism and agro tourism. The Company exercises its activity based on permits, licenses, approvals or other legitimate authorizations issued by competent governmental institutions in the field. | Adrian Imami,<br><a href="mailto:aimami@besaagroinvest.com">aimami@besaagroinvest.com</a>                                     | <a href="http://www.besaagroinvest.com">www.besaagroinvest.com</a> |
| Gjedra                                    | Gjedra Ltd., has started its activity in the field of gathering and processing herbs and medicinal plants since 1993. We are one of the main exporters of herbs and medicinal plants in Albania with our Headquarters as well as warehouse and processing facility based in Berat and offices in Tirana. Our company has grown rapidly through the years. We have  | Rruga Mustafa Qosja, Godina 10, Kati I,<br>No.15, 1001 Tirana /Albania,<br><a href="mailto:info@gjedra.al">info@gjedra.al</a> | <a href="https://gjedra.al">https://gjedra.al</a>                  |

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|                | <p>consolidated our strength on all the aspects of the business and are now exporting all over the world. We have a very wide variety of our wild collection products which are gathered from our farmers who live and work in or near the collection areas all over Albania. The products are processed in a dry state and undergo different processes, from cleaning cutting (including passing through metal detectors and magnetic separator), pressing, packaging and labeling, under a very strict quality control and assurance. The company has its own chemical and physical laboratory in which all the necessary analysis are performed. Gjendra Ltd. is committed to bringing excellent quality and superb products to its customers and this is what makes us unique.</p>   |   |  |
| Filipi Company | <p>Filipi Co herbs &amp; spices is a company located in Albania, established on 25th of July 1991. It is specialized in the gathering and processing of medicinal and aromatic herbs. In its beginnings it started as a company specialized in exporting sage and savory but in a very fast pace it broadened its range of products as well as the processing operation. In 1993, our company signed the first contract with the American firm known as A.A Sayia, through the years we have established cooperations with more than 57 companies in Europe, USA and Australia. In that very same year, our company would be recognized for the huge contribution given in the restoration of commercial affairs with the U.S. company would be recognized for the huge contribution given in the restoration of commercial affairs with the U.S. Filipi Co herbs &amp; spices has precise administrative structures and in the same time it plays an extensive role in lowering unemployment by engaging residents of the rural areas, areas which are the main source of the herbs exported. Our company is developing</p> | <p>FILIP GJOKA, +355 (0) 68 2021352, <a href="mailto:info@filipicompany.com">info@filipicompany.com</a>, Address: Boulevard "Gjergj Fishta", block Nr. E-88, Office Nr. 9 Tirana, Albania</p> | <p><a href="https://filipicompany.com">https://filipicompany.com</a></p> |

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|             | <p>year after year the amount of pure organic products exported, which are more than well-perceived by our customers.</p> <p>We have qualified workers, well-prepared staff involved in organizing all of the procedural links; thus bringing a very positive performance in the international market.</p> <p>Filipi company has invested in machineries, product lines, equipments: in such a way that it reflects seriousness, objectives and vision. Our aim is to increase our exports, advance in production technology and processing and also expand the financial and human capital. Today, after 26 years of gathering, processing and exporting medicinal herbs we are positioned as the biggest company in the Balkan region.</p>  |   |  |
| Sidney shpk | <p>For over 15 years, SIDNEJ has produced a wide range of canned fruits and vegetables, continuing the tradition of Berat, a city in the southern part of Albania, recently included in the UNESCO World Heritage List. The company is located in the heart of Berat in a virgin environment away from pollution and smog, in a harmonious landscape, where the fundamental ingredients of our products grow among the natural landscape and all the color. All fresh materials are handled with traditional methods, processed immediately after collection and packaged using modern machinery, to ensure authentic and unique quality. To meet the growing market needs, the company has created a whole new facility to offer more products that reflect the Albanian cuisine tradition. About 180 products: olives, processed tomatoes, extra virgin varieties olive oil, stuffed olives, cucumber, marinade speckled, mixed salad, peppers filled with cabbage, jam, various traditional compote. All</p> | <p><a href="mailto:sidneylks@yahoo.it">sidneylks@yahoo.it</a> , Berat, Albania, +355 69 20 95 883</p> | <p><a href="http://www.sidnejalbania.com/">http://www.sidnejalbania.com/</a></p> |

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|  | products are currently distributed in the best stores and supermarkets throughout Albania, and are also exported to European countries and beyond. Thanks to qualified staff, Sydney is in a position to meet all customer needs. |  |  |
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**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional program<br>or initiative, legislation,<br>regulation) | Responsible authority                         | Description (50-100 words)   | File <sup>2</sup> or link (URL)   |
|--|---|--|---|
| Strategy for Agriculture and Rural Development (ISARD) 2014-2020                           | Ministry of Agriculture and Rural Development |  | <a href="https://www.bujqesia.gov.al/programi-ipard-ii-2014-2020/">https://www.bujqesia.gov.al/programi-ipard-ii-2014-2020/</a> |
| BUSINESS AND INVESTMENT DEVELOPMENT STRATEGY FOR THE PERIOD 2014-2020                      | Government of Albania<br><br>GIZ Albania      | IPARD-LIKE Grant Scheme, within the IPA 2011 project "Support to Agriculture and Rural Development" (SARD-IPARD), is co-funded by the EU (75%) and the Government of Albania (25%), and it's implemented by GIZ as the Contracting Authority for the EU funds and RADA for the National Contribution from the Albanian government. The overall objectives of the Grant Scheme for development of agro-food sector are as follows: To contribute to increasing the competitiveness of the agricultural sector and albanian food industry by supporting reconstruction and modernization; To contribute to the preparation of the agricultural | <a href="http://www.azhbr.gov.al">www.azhbr.gov.al</a> .<br><a href="https://www.giz.de">https://www.giz.de</a>                 |

<sup>2</sup> Attach file or give the appropriate link

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|  |   | sector and food industry for its accession to the European Union by supporting alignment with community standards; To support capacity building of the Albanian structures responsible for the implementation of IPARD program in the future.  |   |
| "Integrated Rural Development Program - 100 Village Program" | Ministry of Agriculture and Rural Development | The Integrated Rural Development Program (PIZHR) - The program of 100 villages aims to coordinate development interventions in the rural areas of the 100 villages, according to the cross-sector and multi-stakeholder approach, disconnected from fragmented interventions and strict sectoral approaches that are taking place or are expected to occur in the country. The Integrated Rural Development Program (PIZHR) - The program of 100 villages aims to coordinate development interventions in the rural areas of the 100 villages, according to the cross-sector and multi-stakeholder approach, disconnected from fragmented interventions and strict sectoral approaches that are taking place or are expected to occur in the country.  | <a href="https://www.bujqesia.gov.al/programi-i-integruar-per-zhvillimin-rural-programi-i-100-fshatrave-2/">https://www.bujqesia.gov.al/programi-i-integruar-per-zhvillimin-rural-programi-i-100-fshatrave-2/</a> |
| SARED Grant Scheme   | Ministry of Agriculture and Rural Development | SARED Grant Scheme is a program jointly funded by the Governments of Denmark and Germany in collaboration with the Ministry of Agriculture, Rural Development and Water Administration (now as Ministry of Agriculture and Rural Development), in accordance with the strategic objective of the Inter-Sector Strategy for Rural Development in Albania, 2014 - 2020. Duration of the program is from June 2014 to May 2018. SARED program aims to increase the economic stability of disadvantaged mountainous areas so as to generate a broad-based impact. One of the ingredients of SARED is the implementation of investment for development of the agro-food sector and rural tourism. In this fund may apply to all farmers who work and who have economic cooperation in 6 selected regions of the country, respectively Shkodra, Kukes, Dibra, Elbasan, Berat, Korca, | <a href="http://www.bujqesia.gov.al">www.bujqesia.gov.al</a>  |



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|  |  | in the production, gathering, agro-processing and marketing of agricultural products. Applications submitted in person at the premises of the Regional Agriculture Directory (RAD).   |  |
| INTEREG - IPA CBC (Greece-Albania 2014-2020) |  | A new crossborder "Interreg IPA" programme adopted by the Commission aims to improve the quality of life in the Greece-Albania border regions by promoting sustainable local development. The programme covers eleven (11) border regional units in Greece and four (4) Albanian regions and is worth more than €42 million, with a contribution from the European Union of nearly €36 million from the Instrument for Pre-Accession Assistance (IPA). The programme will focus on the following two priorities: 1. Protection of the environment, promotion of sustainable transport and public infrastructure; 2. Boosting the local economy. The investments aim to promote sustainable transport and improve the management of cross border water, waste and energy services. There is also an important focus on mitigating and reversing the negative effects of climate change by measures to support a low emission economy. Moreover, it will boost the local economy by encouraging tourism and preserving cultural and natural resources. The programme will help to enhance competitiveness by supporting entrepreneurship. | <a href="http://www.interreg.gr/en/news/bilateral-cooperation-programmes/greece-albania">www.interreg.gr/en/news/bilateral-cooperation-programmes/greece-albania</a> |

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network | Description<br>(50-100 words) | Contact info<br>(name, organization, address, email, telephone number, website) | Website<br>(URL) |
|-----------------|-------------------------------|---|------------------|
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| ALBANIAN INVESTMENT DEVELOPMENT AGENCY (AIDA) | <p>The Agency of Business and Investment was established by Government of Albania in 2006 for implementing governmental policies in the field of SME promotion.</p> <p>The Agency offers to: Provide up to date information on the investment climate, investment incentives, and the legal framework relating to the investment process in Albania; Assist for quantification of the cost benefits that Albania can offer; Identify suitable green field and brown field site options and/or serviced office space; Assist to obtain the permits and licenses required by national and local authorities, thus speeding facilitating investment projects; and Identify and assess potential suppliers in Albania.</p> <p>It manages The government Competitiveness Fund – Export Credit Guarantee Fund (ECGF) –</p>      | <a href="mailto:info@aida.gov.al">info@aida.gov.al</a> . +355 42251001                         | <a href="http://www.aida.gov.al/">http://www.aida.gov.al/</a>     |
| Albanian Export                               | <p>ALB Export aims to create a favorable export environment and strengthen the capacities of Albanian companies in order to develop our exports sustainably and to increase the international profile of Albanian products through private and public defense and dialogue, professional services, capacity building of projects, facilitating a better business agenda, productivity and sustainable development. ALB Export aims to create a favorable export environment and strengthen the capacities of Albanian companies in order to develop our exports sustainably and to increase the international profile of Albanian products through private and public defense and dialogue, professional services, capacity building of projects, facilitating a better business agenda, productivity and sustainable</p> | <p>Rr. "Gjin Bua Shpata", Pallatet e Aviacionit të Vjetër, Shk. 4, Kati i I, Ap.16, Tiranë</p> | <a href="http://albania-export.com">http://albania-export.com</a> |

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|                     | development.   |   |   |
| Agro Export         | "Born" from the desire of Albanian exporters of agricultural sectors and agri-food to ally to conquer the markets of the world.  |   | <a href="http://agroexport.al/about-us.html">http://agroexport.al/about-us.html</a> |
| TBI CONSULTING      | Founded in 2006, TBI CONSULTING is a management consulting firm that researches, develops, implements, operates and manage, environmental, health and safety projects and business solutions. We are particularly experienced to offer and deliver valuable advice that best suits to our customer needs based on requests and demands of our customers. Their staff is focused to find the best way to move ahead and work closely with clients to achieve results, cost effectively and on time. We and our client are a team and success of our customer is our success. They are focused in Well implemented management systems according to ISO International Standards ensure that products and services are safe, reliable and of good quality. For business, they are strategic tools that reduce costs by minimizing waste and errors and increasing productivity. They help companies to access new markets and facilitate free and fair global trade. | +355 4 2268048,<br>Street "Ibrahim Rugova", "Sky Tower", Business Center, Floor 10, Office 103, Tirana, Albania, <a href="mailto:info@tbi-al.com">info@tbi-al.com</a> | <a href="https://www.tbi-al.com/">https://www.tbi-al.com/</a>                       |
| Rigert Cert Albania | Rig Cert Albania Sh.p.k maintains a protocol of cooperation with the RIGCERT Certification Body in Thessaloniki, Greece, the official representative and the only company that holds the right to promote RIGCERT certification services in Albania and Kosovo. RIGCERT provides assessment and certification services for: QUALITY MANAGEMENT SYSTEMS ACCORDING TO ISO 9001   |   |   |

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|   | STANDARD ENVIRONMENTAL MANAGEMENT SYSTEMS<br>ISO 14001 HEALTH AND SAFETY MANAGEMENT SYSTEMS<br>ACCORDING TO OHSAS STANDARD 18001 INFORMATION<br>ASSURANCE MANAGEMENT SYSTEMS ACCORDING TO ISO<br>standard / IEC 27001 ENERGY MANAGEMENT SYSTEMS<br>ACCORDING TO ISO 5000 ROAD TRAFFIC SECURITY<br>MANAGEMENT SYSTEMS ACCORDING TO ISO 39001<br>STANDARD INTEGRATED MANAGEMENT SYSTEM UNDER<br>99.   |   |  |
| European Quality & Safety<br>Control (EQSC) | EQSC is a certification body competent in the field of<br>conformance evaluation. EQSC operates through its<br>professional staff in several private and public business<br>sectors. Established by a group of professionals, EQSC<br>focuses on highlighting and promoting the quality and<br>safety of management systems for all those entities that<br>demonstrate it in accordance with international or<br>national standards. We operate throughout the territory<br>of Albania by offering directly the services from EQSC or<br>from partnerships needed to meet customer needs. EQSC<br>as an Accredited Control body, combines technical<br>knowledge and expertise with impartiality, to provide<br>assurance in the market that EQSC certified clients<br>operate according to the respective standards toward<br>which they are certified. The Training service offered by us<br>provides professionals with the confidence that they will<br>profit the best on issues related to compliance with<br>standards and applicable laws as well as practical<br>experience. | Rr: Sulejman Pasha, Pallati 70/1, Kati<br>1, Nr.1,1016 Tirana – Albania Mobile:<br>+355696087402 Email: <a href="mailto:info@eqsc-cert.com">info@eqsc-<br/>cert.com</a> | <a href="http://eqsc-cert.com/en/about-us/">http://eqsc-<br/>cert.com/en/about-us/</a> |
| Quality Certification Bureau<br>(QCB)       | The Quality Certification Bureau - Albania's objective is to<br>carry out independent auditing services (known as Third   | BLVD Zogu i pare,   | <a href="https://qcb.al">https://qcb.al</a>  |

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|  | <p>Party Audits) such as Technical Inspections, Audits, Certification, so as to play an important role in increasing the benefits of business operators through our training and assistance in the certifications of the International Standards ISO 9001, ISO 22000, ISO 14001, ISO 18001, HACCP, etc. The implementation of these International Standards assists all types of companies (regardless of their scope of activity, size or complexity) to succeed through improved customer satisfaction, staff motivation, and continuous improvement of business activity. Their main goal is to build long-term partnership relationships with clients based on the passion we are devoted to working, engaging in every activity and the competence to use information effectively. For this purpose they have developed a specific policy pursued by:</p> <ul style="list-style-type: none"> <li>• Provide an effective, timely and professional certification service.</li> <li>• Competitive, economic, awarding services provided in ethical and non-discriminatory terms.</li> <li>• Issuance of the certificate in the shortest time.</li> <li>• Special attention to customer requirements.</li> <li>• Qualified auditors in this field and committed to continuous improvement through training.</li> <li>• Flexibility in audit planning and selection of the evaluation team.</li> <li>• corporate certifications; integrated certifications with other management systems.</li> </ul> | <p>+355 682077893<br/> <a href="mailto:info@qcb.al">info@qcb.al</a></p> <p>.</p> |  |
|  | <p>The Association and Business Management Center – ABMC is a nonprofit organization that contributes to the success of its members, and other associations and businesses working in the agricultural sector, by providing them with planning and administrative support, technical assistance, and professional skills development.</p>  |  | <p><a href="http://abmc.org.al">http://abmc.org.al</a></p> |

**Section 2: Studies related to the agro-food sector**

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan | Responsible person/ organization | Description<br>(50-100 words) | File <sup>5</sup> or link (URL) |
|---------------------|----------------------------------|-------------------------------|---------------------------------|
|                     |                                  |                               |                                 |
|                     |                                  |                               |                                 |
|                     |                                  |                               |                                 |
|                     |                                  |                               |                                 |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/ organization | Title of EU funded project | Description<br>(50-100 words) | File <sup>6</sup> or link (URL) |
|----------------|----------------------------------|----------------------------|-------------------------------|---------------------------------|
|                |                                  |                            |                               |                                 |

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link

<sup>6</sup> Attach file or give the appropriate link

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| Modernisation of the Agricultural and Food Sector  | GTZ. <a href="https://www.oecd.org/countries/albania/44705258.pdf">OECD.ORG</a> |  | The overall objective of the project is to support Albania towards a need oriented and EU oriented agricultural policy, including pillar 2. The anticipated impact is to improve the living standard of the Albanian population and to reduce poverty. 3 The target groups are 'the population of Albania, owners and families of small and medium agricultural farms; private small and medium sized companies in the non-farm sector; population in the mainly structural weak rural regions'. The the Ministry of Agriculture, Food and Consumer Protection (MAFCP) is the partner and main intermediary target groups are Trading and Producer Associations. The differentiation between final and intermediary target groups is certainly in line with the needs of the country and with the effective and efficient use of limited funds. | <a href="https://www.oecd.org/countries/albania/44705258.pdf">https://www.oecd.org/countries/albania/44705258.pdf</a>   |
| Livestock Sector in Albania: Trends and Challenges | Ministry of Agriculture and Rural Development<br><br>UNIVERSITY OF AGRICULTURE  |  | Agriculture in Albania has dramatically changed since 1992. The last 25 years has signed a positive development of the production. The sector is now undergoing a transition from a largely subsistence sector to a commercial one. The sector contributes about 22% of Gross Domestic Product, which is high, when compared to neighboring countries and EU members. While the animal production contributes so far is more than 50% of the agriculture production value and is an important source not only to farm income but also to market supply with raw and processed products.   | <a href="https://ajas.ubt.edu.al/wp-content/uploads/2018/10/19_AJAS_Full-Paper_Ylli-Bicoku_ICOALS-2018.pdf">https://ajas.ubt.edu.al/wp-content/uploads/2018/10/19_AJAS_Full-Paper_Ylli-Bicoku_ICOALS-2018.pdf</a> |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible person/<br>organization | Description<br>(50-100 words) | File <sup>8</sup> or link (URL) |
|----------------|-------------------------------------|-------------------------------|---------------------------------|
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible<br>person/<br>organization | Title of cluster or<br>cooperation<br>network | Description<br>(50-100 words) | File <sup>10</sup> or link (URL) |
|----------------|--|---|-------------------------------|----------------------------------|
|                |  |   |                               |                                  |
|                |  |   |                               |                                  |

<sup>7</sup> National or regional exporters association<sup>8</sup> Attach file or give the appropriate link<sup>9</sup> See also questions 1 and 3.<sup>10</sup> Attach file or give the appropriate link



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### Section 3: Exports and imports of agro-food products

#### 8. List of agro-food exporters in your region/country.

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food products                                  | Contact info<br>(name, organization, address, email, telephone<br>number, website) | Website<br>(URL)  |
|----------------------------------|--|--|---|
| PRIMA                            |  |  |   |
| MIELLTIRANA                      |  |  |   |
| E. H. W.                         |  |  |   |
| FERRA & CO                       |  |  |   |
| AQUILA GROUP                     |  |  |   |
| HAKO                             |  |  |   |
| FILIPI CO HERBS & SPICES         | Filipi Co herbs & spices is a<br>company located in Albania, | FILIP GJOKA, <a href="mailto:INFO@FILIPICOMPANY.COM">INFO@FILIPICOMPANY.COM</a>    | <a href="https://filipicompany.com/">https://filipicompany.com/</a> |

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|              | <p>established on 25th of July 1991. It is specialized in the gathering and processing of medicinal and aromatic herbs. In its beginnings it started as a company specialized in exporting sage and savory but in a very fast pace it broadened its range of products as well as the processing operation.</p> <p>In 1993, our company signed the first contract with the American firm known as A.A Sayia, through the years we have established cooperations with more than 57 companies in Europe, USA and Australia. In that very same year, our company would be recognized for the huge contribution given in the restoration of commercial affairs with the U.S.</p> |   |   |
| KRACO        |   |   |   |
| TEUTA DURRES | <p>Teuta Durrës operates in two main sectors: packaging and distribution of food products. Its activity has been in the field of export import, production and distribution of basic food items such as rice, sugar, flour, beans, starch, sunflower oil, etc.</p>  | <p>EDLIR,<br/> <a href="tel:+35552223094">+355 52 22 3094</a>, DURRES, <a href="mailto:INFO@TEUTADURRES.COM">INFO@TEUTADURRES.COM</a></p> | <p><a href="http://www.teutadurres.com">www.teutadurres.com</a></p> |

|                                    |   |   |  |
|------------------------------------|---|---|--|
| A.I.B.A. KOMPANI                   | <p>Aiba Company sh. a has firstly started its activity with a container of 32.000 chickens for egg production and has been expanded since then , following improved methods constantly and systematically in every direction - starting from the usage of improving techniques on various processes to its attitude versus the costumers and directed by the basis philosophies of management and human resources.</p> <p>Today this company has a number of 330.000 chickens of poultry production that are breed in five containers and 150.000 chicks that are breed in two containers</p> | <p><a href="mailto:office@aiba.al">office@aiba.al</a>, Lagja 14. Shkozet, Durres, Albania</p> <p>Tel: +355 52 901043 / 901044</p> | <p><a href="http://WWW.AIBA.AL">WWW.AIBA.AL</a></p>            |
| I.N.C.A NORD FISH ALBANIAN COMPANY | <p><b>I.N.C.A. NORD FISH Sh.p.k</b> is the modern company which performs full cycle of works related to processing, packaging and logistics of animal intestines &amp; by products. Manufacturing process is carried out in compliance with all veterinary and sanitary standards. Professionalism of our technologists, modern equipment and high manufacturing standards guarantee safety and quality of our products.</p>  | <p>Enkela Zusi, +355694050640, LEZHE Lagjja Skenderbej, Zona Industriale, 4501</p>  | <p><a href="http://inca-al.com">http://inca-al.com</a></p>     |
| EURO-FISH                          | <p>EuroFish is made up of a team of</p>   | <p><a href="mailto:info@eurofish.al">info@eurofish.al</a></p>   | <p><a href="https://eurofish.al/">https://eurofish.al/</a></p> |

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|  | professional experts in the field of fisheries. EuroFish has been certified by quality and safety control institutions |  |  |
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**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food products   | Contact info<br>(name, organization, address, email, telephone number,<br>website)  | Website<br>(URL)   |
|----------------------------------|---|---|--|
| TEUTA DURRES                     | Teuta Durrës operates in two main sectors: packaging and distribution of food products. Its activity has been in the field of export import, production and distribution of basic food items such as rice, sugar, flour, beans, starch, sunflower oil, etc. | EDLIR,<br><a href="tel:+35552223094">+355 52 22 3094</a> , DURRES, <a href="mailto:INFO@TEUTADURRES.COM">INFO@TEUTADURRES.COM</a> | <a href="http://www.teutadurres.com">www.teutadurres.com</a> |
| FERRA & CO                       |   |   |  |
| A.I.B.A. KOMPANI                 | Aiba Company sh. a has firstly started its activity with a container of 32.000 chickens for egg   | <a href="mailto:office@aiba.al">office@aiba.al</a> , Lagja 14. Shkozet, Durres, Albania   | <a href="http://WWW.AIBA.AL">WWW.AIBA.AL</a>                 |

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.

|         |   |   |   |
|---------|---|---|---|
|         | <p>production and has been expanded since then , following improved methods constantly and systematically in every direction - starting from the usage of improving techniques on various processes to its attitude versus the costumers and directed by the basis philosophies of management and human resources.</p> <p>Today this company has a number of 330.000 chickens of poultry production that are breed in five containers and 150.000 chicks that are breed in two containers</p> | Tel: +355 52 901043 / 901044  |   |
| ELKA-SA | <p>Elka was founded to import and distribute international brands in Albania, with the sole purpose to add value to customers and consumers. Elka started building a distribution network that steadily became the successful model that the company deploys today. In 2016 Elka entered the savoury snacks category and expanded its production capabilities by building two new production units for potato chips and extruded snacks and successfully launching Replay Snacks.</p>         | +355 8426 7301,<br><a href="mailto:info@elka-sa.com">info@elka-sa.com</a> , | <a href="https://www.elka-sa.com/about-us/">https://www.elka-sa.com/about-us/</a> |

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| Type and code of regulation (e.g., law, directive, governmental decision) | Issuing authority | Description (50-100 words) | File <sup>12</sup> or link (URL)  |
|---|-------------------|----------------------------|---|
| See the Attachment:<br>Albanian national laws and regulations             |                   |                            | <a href="http://aku.gov.al/wp-content/uploads/2016/06/Ligji-Nr-9863-datë-28-1-08-i-ndryshuar-me-26.03.20013.pdf">http://aku.gov.al/wp-content/uploads/2016/06/Ligji-Nr-9863-datë-28-1-08-i-ndryshuar-me-26.03.20013.pdf</a>   |
|   |                   |                            | <a href="https://www.bujqesia.gov.al/draft-ligj-per-mbrojtje-e-bimeve-nentor-2015/">https://www.bujqesia.gov.al/draft-ligj-per-mbrojtje-e-bimeve-nentor-2015/</a>   |
|   |                   |                            | <a href="https://www.bujqesia.gov.al/wp-content/uploads/2017/12/13-12-04-11-10-31Ligji_10137_dt._11.5.2009_1.pdf">https://www.bujqesia.gov.al/wp-content/uploads/2017/12/13-12-04-11-10-31Ligji_10137_dt._11.5.2009_1.pdf</a> |
|   |                   |                            | <a href="https://www.bujqesia.gov.al/wp-content/uploads/2017/11/Ligji_10137_dt._11.5.2009_1.pdf">https://www.bujqesia.gov.al/wp-content/uploads/2017/11/Ligji_10137_dt._11.5.2009_1.pdf</a>                                   |

<sup>12</sup> Attach file or give the appropriate link

|  |  |  |   |
|--|--|--|---|
|  |  |  | <a href="http://aku.gov.al/?page_id=3458">http://aku.gov.al/?page_id=3458</a> |
|--|--|--|---|

#### Section 4: EU quality schemes for agro-food products

**11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of agro-food product       | Type of label (PDO, PGI, TSG or organic) | Cultivation areas | Production    | Trade | Exports |
|---------------------------------|--|-------------------|---------------|-------|---------|
| Tropoja Chestnuts               | PGI                                      | Tropoja           | Chestnuts     |       |         |
| Uje Glina                       | PDO                                      | Glina             | Sparkle Water |       |         |
| Borsh Y.Hajdini                 | PGI                                      | Borsh             | Olive oil     |       |         |
| Jufka Dibrane                   | PDO                                      | Dlber             |               |       |         |
| Saranda                         | PGI                                      | Saranda           | Olive oil     |       |         |
| Mjalti i Geshtenjes se Tropojes | TSG                                      | Tropoja           | Honey         |       |         |

<sup>13</sup> Provide data from 2010 till most recently

|   |     |         |             |  |  |
|---|-----|---------|-------------|--|--|
| Uji Korabi                                      | PGI | Korab   | Water       |  |  |
| Boronica e Bjeshkeve te tropojes ( blueberries) | PDO | Tropoja | blueberries |  |  |
| Boronica e bjeshkeve te Kukesit ( blueberries)  | PDO | Kukes   | blueberries |  |  |

### Section 5: Trade fairs, trade shows and exhibitions

#### 12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair, trade show, exhibition) | Organization body     | Description (50-100 words regarding the scope and the agro-food products covered)  | Dates        | Place | Website (URL)   |
|---|-----------------------|--|--------------|-------|---|
| Fest Of Beer  | Municipality of Korca | <p>The beer festival in Korça is the largest festive event in Albania.</p> <p>Over 100,000 people visit the beer festival on the 5th night of its organization. Mostly the large number of visitors to the festival is attributed to the main principles of the festival's organization:</p> | 14-18 August | Korca | <a href="http://www.festaebirres.com/site/index.php">http://www.festaebirres.com/site/index.php</a> |

<sup>14</sup> Select events that occur regularly (e.g., every year)



|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  | <p>Free admission</p> <p>Great music program with the most popular Albanian music names and not only</p> <p>Participation of a domestic and foreign beer game</p> <p>The beer festival in Korça was founded in 2007, as an initiative of the Korça Municipality.</p> <p>The festival was honored with the Tourism Award by the Ministry of Culture in 2010, due to the influence it has on increasing the number of tourists in the region.</p> <p>The beer festival in Korça is not only an important segment in attracting visitors to the region, but from year to year has promoted and strengthened the region's tourist image.</p> |  |  |  |
|--|--|--|--|--|--|

## Section 6: Innovative agro-food companies

**13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?**  
 (If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>15</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**  
(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |

<sup>15</sup> Attach file or give the appropriate link

<sup>16</sup> Attach file or give the appropriate link

## ANNEX XI: Primary and secondary data (CIA)

### Section 1: Agro-food clusters or cooperation networks

#### 1. Which are the active agro-food clusters<sup>1</sup> in your region/country?

(For each identified cluster, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of cluster | Description<br>(50-100 words)   | Contact info<br>(name, organization, address, email,<br>telephone number, website)                | Website<br>(URL)   |
|-----------------|---|---|--|
| APULIA BIOTECH  | Apuliabiotech is a consortium no-profit, , founded in 2000 by the University of Bari in collaboration with seven private companies, with the aim of creating a collaborative model between public institutions and businesses through activities of R&D. Apuliabiotech is focused on Technology Transfer in the eHealth sector, in particular in the fields of Biotechnology and ICT, to promote the prevention and treatment of chronic diseases through the application of new technologies | APULIABIOTECH SCARL<br>+39 080 5574298<br>Viale Ennio, 82 – 70124 – Bari<br>info@apuliabiotech.it | <a href="https://www.apuliabiotech.it">https://www.apuliabiotech.it</a>                          |
| BIOTECGEN       | BTG has been operating since 2002 in the field of Research and Development in the field of Biotechnology, creating innovative analysis protocols for the rapid identification of pathogens and macromolecules in the agro-food, medical and environmental fields. The company also realizes Custom Microarrays<br>( <a href="http://it.wikipedia.org/wiki/Microarray">http://it.wikipedia.org/wiki/Microarray</a> ) on public and   | ATS “Sistema”<br>Via Leuca, 174<br>Lecce  | <a href="https://it-it.facebook.com/Biotecgensr">https://it-it.facebook.com/Biotecgensr</a><br>! |

<sup>1</sup> Agro-food clusters may refer to products (e.g. wine cluster) or other issues related to the agro-food sector (e.g., innovation, sustainability)

|         |  |  |  |
|---------|--|--|--|
|         | private contracts and participates in numerous technological R&D projects making its expertise available for the development of new diagnostic devices   |  |  |
| BIOTECA | <p>Innovation is one of those key factors for companies to be competitive on the market. Biotechnology is one of the possible innovations for some agoral supply chains, to improve processes and enhance the qualitative, functional and shelf life of products. The BiotecA project, funded by the Puglia Region, aims to be a "flagship initiative", of how biotechnologies are innovative solutions applicable to some food productions to improve processes, obtain products with superior quality, organoleptic, functional and shelf life characteristics. The use of "tailor-made" microorganisms for food products such as bread, fresh pasta, wine, table olives, fresh pasta filata cheeses, fish products, is made possible within the cluster that sees the intertwining of very specific skills : on the one hand, researchers who have an in-depth level of knowledge in food biotechnology, who have selected, characterized and tested in the laboratory the ability of microorganisms to express precise technological aptitudes in defined food matrices; on the other hand the know-how of companies, their ability to integrate innovation into the process, and to work with research institutes to apply knowledge, kept only in the academic context, but to divulge it and make it transferable. The cluster supported by the Puglia Region with the BiotecA project has the ambition of being a grouping of excellence in biotechnology applied to food, which brings together expertise and technologies present in the Apulian territory, makes available information on good biotechnological practices that can be adopted in food technologies, shares biotechnological protocols and characteristics of the starters subject to these protocols.</p> | <p>Valle Fiorita Catering srl<br/>Viale delle Comunicazioni 24, 72017<br/>– Ostuni (BR) – Italy<br/>0831 305980<br/>info@vallefiorita.it</p> | <p><a href="http://www.vallefiorita.it/bioteca/">http://www.vallefiorita.it/bioteca/</a></p> |

|  |   |  |   |
|--|---|--|---|
|  | For further information, please contact the project contact person Dr. Pietro Minisci, CEO of Valle Fiorita Catering Srl "  |  |   |
| SINAGRI (Servizi Avanzati per la Sostenibilità e L'innovazione nelle Aree Agricole e Rurali) | <p>SINAGRI is an academic spin-off of the University of Bari Aldo Moro. We carry out applied research and experimental agricultural, agricultural and food development activities, promoting the sharing and dissemination of national and international scientific expertise in both public and private sectors.</p> <p>SINAGRI has contributed to the creation of the Italian Variety Club (IVC) Network Contract for "apirene" table grapes.</p> <p>We are co-founders of AGRI-POLO, a training project of the Apulian Agro-Food Professional Technical Center</p> | <p>Via Giovanni Amendola 165/A – Bari<br/>327 2686 174<br/>info@sinagrispinoff.it</p>        | <a href="http://sinagrispinoff.it/">http://sinagrispinoff.it/</a> |
| Bonassisilab srl   | The BonassisaLab research and analysis center has a history that goes far back to becoming the largest private analysis laboratory in Central and Southern Italy. A unique structure of its kind, with over four thousand square meters of laboratory, fifty research professionals and cutting-edge technology that allows us to carry out over 65,000 tests a year, with an average of about 250 per day  | <p>Bonassisilab srl<br/>S.S.16 Km.684,300 Z.I. ASI<br/>71122 FOGGIA<br/>Tel. 0881.339692</p> | <a href="http://www.bonassisa.it/">http://www.bonassisa.it/</a>   |

**2. Which is the current policy for developing agro-food clusters in your region/country?**

(For each identified policy, provide relevant information in the following table. You may add as many lines as necessary.)

| Type of policy<br>(national/regional program) | Responsible authority | Description (50-100 words) | File <sup>2</sup> or link (URL) |
|---|-----------------------|----------------------------|---------------------------------|
|---|-----------------------|----------------------------|---------------------------------|

<sup>2</sup> Attach file or give the appropriate link

| or initiative, legislation, regulation) |                |  |   |
|---|----------------|--|---|
| Regional                                | Regione Puglia | The Regional Law n. 10 of June 20, 2004, on the "Regulations governing regional aid schemes" and subsequent amendments and additions   | <a href="http://www.regione.puglia.it/documents/10192/4790795/DELIBERAZIONE+DELLA+GIUNTA+REGIONALE+31+gennaio+2014%2C%20n.+18+%28id+4790820%29/20b16869-f906-45a7-8a91-a74986535437;jsessionid=C573C80234CCDB97E182197D89DCB0E">http://www.regione.puglia.it/documents/10192/4790795/DELIBERAZIONE+DELLA+GIUNTA+REGIONALE+31+gennaio+2014%2C%20n.+18+%28id+4790820%29/20b16869-f906-45a7-8a91-a74986535437;jsessionid=C573C80234CCDB97E182197D89DCB0E</a> |
| Regional                                | Regione Puglia | Regulation n. 9 of 26.06.2008 concerning the regulation of regional aid schemes exempted<br><br>(BURP n. 103 of June 30, 2008), amended by Regulation n. 1 dated 19.01.2009 (BURP n. 13 suppl. of 22.01.2009), by Regulation n. 19 of 10 August 2009 (BURP n. 123 supplement of 11.08.2009), e<br><br>by Regulation n. 4 of 24 March 2011 (BURP n. 44 of 03.28.2011), from Regulation No. 5 of 20 February 2012 (BURP n. 29 of 24.02.2012). The period of validity of the aid scheme has been extended to<br><br>31/12/2014 due to the extension adopted with Regulation No. 1224/2013, as clarified by the<br><br>Put with note prot. 14869 of 6.12.2013; | <a href="http://www.sistema.puglia.it/portal/pls/portal/sispuglia.ges_blob.p_retrieve?p_tname=DOCUMENTI&amp;p_cname=TESTO&amp;p_cname_mime=MIME_TYPE_TESTO&amp;p_rowid=AAAh67AAAAAGL9MAAH&amp;p_name_allegato=&amp;p_esito=0">http://www.sistema.puglia.it/portal/pls/portal/sispuglia.ges_blob.p_retrieve?p_tname=DOCUMENTI&amp;p_cname=TESTO&amp;p_cname_mime=MIME_TYPE_TESTO&amp;p_rowid=AAAh67AAAAAGL9MAAH&amp;p_name_allegato=&amp;p_esito=0</a>     |
| Regional                                | Regione Puglia | The State aid measure registered under number N302 / 2007  | <a href="http://ec.europa.eu/">http://ec.europa.eu/</a>   |

|          |                |   |  |
|----------|----------------|---|--|
|          |                | <p>("Concession procedure and provision of aid for research, development and innovation in the field of Innovation Projects Industrial "), authorized by decision of the European Commission C (2007) 6461 of 12.12.2007</p> <p>(OJ C 15 of 22.1.2008), established in the national system with regulation approved by Decree of the Minister of Economic Development n. 87 of 03.27.2008, and adopted by the Puglia Region with D.G.R. n. 1834 of 09.30.2008 for the facilitating instruments relating to "aid for large companies, companies for applied research and experimental development activities (the period of force of the regime of aid was extended to 31/12/2014 as a result of European Commission Decision C (2014)1268 of 25.02.2014, published in GUUE C 117 of 16.04.2014)</p> | <p>competition/state_aid/cases/220374/220374_1153981_32_2.pdf</p>  |
| Regional | Regione Puglia | <p>DETERMINATION OF THE MANAGER OF INDUSTRIAL RESEARCH AND INNOVATION 26 January 2015, No. 5 FSC 2007-2013. Regional program to support smart specialization and social and environmental sustainability. Intervention "Regional Technological Clusters". Correction of provisional rankings and publication of preliminary results.</p>  | <p><a href="http://www.regione.puglia.it/documents/10192/4729421/DETERMINAZIONE+DEL+DIRIGENTE+SERVIZIO+RICERCA+INDUSTRIALE+E+INNOVAZIONE+26+gennaio+2015%2C%20n.5+%28id+4729794%29/5e538c51-e7d4-4577-8d5f-c69870170f78;jsessionid=D5D8C7C6AC06D061A4D792514952AB08">http://www.regione.puglia.it/documents/10192/4729421/DETERMINAZIONE+DEL+DIRIGENTE+SERVIZIO+RICERCA+INDUSTRIALE+E+INNOVAZIONE+26+gennaio+2015%2C%20n.5+%28id+4729794%29/5e538c51-e7d4-4577-8d5f-c69870170f78;jsessionid=D5D8C7C6AC06D061A4D792514952AB08</a></p> |

**3. Which are the active agro-food cooperation networks in your region/country?**

(For each identified network, provide relevant information in the following table. You may add as many lines as necessary.)

| Name of network  | Description<br>(50-100 words)  | Contact info<br>(name, organization, address, email, telephone number, website)                                      | Website<br>(URL)   |
|--|--|--|--|
| HELP-LARGE – Healthy Promotion Living Lab through Alternate Reality Game | <p>Promote health education and healthy eating for social inclusion and active and healthy aging. Adhering to the therapeutic model of community empowerment, HELP LARGE intends to develop Alternate Reality Games (ARG) and mobile applications (App), which guarantee to young people and / or people with nephropathy the learning of self-management skills of a healthy lifestyle. remote health monitoring for health and social experts.</p> <p>HELP LARGE aims to develop ARG and App, prototypes to educate young people and the general population to health, with and without nephrological chronicity, and to assist, mediate and enhance the management of learning processes related to the promotion of a healthy and correct diet.</p> <p>Announcement: POR FESR 2007 - 2013 - Convergence Objective ASSE I - Intervention Line 1.4 - Action 1.4.2</p> <p>Partnership:</p> <ul style="list-style-type: none"> <li>• Apuliabiotech S.C.a.r.l.</li> <li>• La Traccia Cooperative</li> <li>• CERTA Consortium</li> <li>• Ulixes</li> </ul> | <p>APULIABIOTECH SCARL</p> <p>+39 080 5574298</p> <p>Viale Ennio, 82 – 70124 – Bari</p> <p>info@apuliabiotech.it</p> | <p><a href="http://www.helplarge.com/">http://www.helplarge.com/</a></p> |



|  |  |  |  |
|--|--|--|--|
|  | <ul style="list-style-type: none"> <li>• Aspnat</li> <li>• Coldiretti</li> </ul>   |  |  |
| PIVOLIO - Innovative Processes for the Enhancement of Extra Virgin Olive Oil in the Provinces of Bari and Foggia | <p>Certifying the quality of extra virgin olive oil using state-of-the-art techniques to favor the conscious choice of the consumer, the enhancement of product markets and thus counter fraud and counterfeiting.</p> <p>The project aims to support the system of olive oil producers in the province of Bari and Foggia through a further qualification of the product, the certified highlighting of its organoleptic characteristics and the health benefits that result from its recruitment. Therefore the project strengthens the system of small and medium-sized producers that is strategic for the economy of the Puglia Region. It will also promote collaborations and osmotic processes with operators from other geographical areas of Puglia and other Southern regions that are producers of extra virgin olive oil and are equally interested in this raw material as an excellent product.</p> | <p>APULIABIOTECH SCARL</p> <p>+39 080 5574298</p> <p>Viale Ennio, 82 – 70124 – Bari</p> <p>info@apuliabiotech.it</p> | <p><a href="http://www.pivolio.it/">http://www.pivolio.it/</a></p> |
| CIA PUGLIA - CONFEDERAZIONE ITALIANI AGRICOLTORI   | <p>The Italian Farmers Confederation (CIA) is a secular and autonomous organization from parties and governments. Opera in Italy, in Europe and internationally for the progress of agriculture, for the defense of incomes and the equal dignity of farmers in society. Organize agricultural entrepreneurs and all those who are tied to agricultural activity by non-transitory relationships.</p> <p>The CIA is divided into regional and provincial</p>   | <p>Via Nicola Cacudi,40 – bari</p>   | <p><a href="http://www.cia-puglia.it">www.cia-puglia.it</a></p>    |

|                                       |   |  |   |
|---------------------------------------|---|--|---|
|                                       | <p>associations, institutes and companies that work for food security and environmental protection, in the field of social security, social, health, tax and fiscal assistance, technical consultancy, training, and insurance, agritourism, organic farming and for the protection of the elderly, women and young people.</p> <p>The confederation has representatives in the major international, community, national, regional and provincial bodies</p>  |  |   |
| GAL - Local action groups from Puglia | <p>The local action group (GAL), generally organized in a consortium society, is a partnership structure composed of subjects - public and private - united by the intent to favor the local development of a rural area. The LAGs are beneficiaries of the contributions foreseen by the LEADER community initiative program (Liaisons Entre Actions de Développement de l'Economie Rurale) and, in particular:</p> <ul style="list-style-type: none"> <li>• manage the financial contributions provided by the European Union and the European Agricultural Guidance and Guarantee Fund;</li> <li>• develop rural development strategies (SSL and PAL);</li> <li>• are responsible and promoters of the implementation of development strategies capable of realizing new forms of employment;</li> <li>• promote the increase of the territorial, social and production chains;</li> <li>• generate endogenous and lasting development dynamics;</li> <li>• stimulate activities aimed at enhancing the distinctive</li> </ul> |  | <a href="http://psr.regione.puglia.it/gal-puglia">http://psr.regione.puglia.it/gal-puglia</a> |

|                 |   |  |  |
|-----------------|---|--|--|
|                 | <p>features and competitive factors of each rural area.</p> <p><b>THE APULIAN LAGS</b></p> <p>The 23 LAGs present in Apulia have oriented their Local Development Strategies (SSL) and their programming to the innovation of local production systems of agri-food, artisanal or manufacturing type, to the development of energy supply chains, to social promotion and urban redevelopment, passing by for the enhancement of cultural assets and sustainable tourism, or so-called "slow".</p>  |  |  |
| Confagricoltura | <p>It is the organization of representation and protection of the Italian agricultural enterprise. It recognizes in the agricultural entrepreneur the protagonist of the production and pursues the economic, technological and social development of agriculture and agricultural enterprises.</p> <p>The presence of Confagricoltura in the national territory is realized, in a widespread manner, through the regional Federations (we are present in all the Regions), the provincial Unions (in all the provinces) the area offices and the municipal delegations (over 2,200 offices), as well as through the category Federations (which include the regional and provincial trade unions) and the product Federations (which frame the corresponding regional and provincial product sections). The headquarters is in Rome, in the historic Palazzo Della Valle. It is also present in Brussels, with its own representative office, and in other European Union countries.</p> | <p>Via Amendola, 166/5 - Executive Center<br/>70126 - Bari (BA) - Italy</p> <p>Tel. 080 5484573<br/>email <a href="mailto:puglia@confagricoltura.it">puglia@confagricoltura.it</a></p> | <p><a href="http://www.confagricolturapuglia.it/">http://www.confagricolturapuglia.it/</a></p> |

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|------------|---|--|--|
| Coldiretti | <p>Coldiretti Puglia, chaired by Savino Muraglia and directed by Angelo Corsetti, represents well over 50 thousand regional farms and values agriculture as an economic, human and environmental resource. Its objective: to guarantee agricultural companies opportunities for development within a framework of full integration of agriculture with the country's economic and social interests. Its strategy: to choose the system of concertation, the fulcrum of every modern economic democracy, in all the economic and political venues: with the government, with the local authorities, with the community institutions.</p> <p>Its agenda is divided into two projects: Green Enterprise, aimed at competitive growth..</p>   | <p>Via Giovanni Amendola, 205, 70126 Bari BA</p> <p>Telefono: 080 552 0598</p>   | <p><a href="https://puglia.coldiretti.it/">https://puglia.coldiretti.it/</a></p> |
| COPAGRI    | <p>The Copagri is a professional agricultural organization with a general vocation, present throughout the national territory, with a national headquarters, 18 regional offices, 77 provincial offices, 261 municipal offices and which has 651,479 members.</p> <p>Established as a coordination of professional organizations in 1991, it became a confederation of agricultural producers in 1995, the year in which it was recognized in the National Council of Economy and Labor (CNEL) as the most representative organization of direct farmers, and by the Ministry of Work as representation of national importance and, therefore, authorized to keep the Business Register on behalf of the associated producers.</p> <p>The Copagri are members of economic, associative and service structures involved in the various sectors. Alongside these, the Confederation has implemented</p> | <p>via Alberotanza n. 5 Bari</p> <p>tel. fax. 080-5028597</p> <p>e-mail <a href="mailto:puglia@copagri.it">puglia@copagri.it</a></p> | <p><a href="http://www.copagri Puglia.it/">http://www.copagri Puglia.it/</a></p> |

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|  | ad hoc tools in the areas of technical assistance, agricultural disclosure, training, tax, social security and administrative and accounting services. |  |  |
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## Section 2: Studies related to the agro-food sector

**4. Are there any studies or promotional plans conducted in your region/country under EU Regulation No 1144/2014<sup>3</sup> or EU Regulation No 501/2008<sup>4</sup>?**  
(For each identified study or promotional plan, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study/plan           | Responsible person/ organization | Description<br>(50-100 words)  | File <sup>5</sup> or link (URL)   |
|-------------------------------|----------------------------------|--|---|
| Smart Specialization Strategy | Regione Puglia                   | The document describes the main elements that make up the Regional Strategy for research and innovation based on Smart Specialization for the 2014-2020 programming cycle *. He founds his premises in the awareness of the enormous social and environmental criticalities and intends to propose food for thought and levers on which to act for the identification of a new model of responsible economic development <sup>1</sup> . The SmartPuglia2020 is a proposal of perspective vision that realizes a progressive and collective strengthening of dialogue and listening capacities through an intelligent, inclusive and sustainable use of technologies. | <a href="http://por.regione.puglia.it/documents/7235713/8159366/Smart+Specialization+Strategy+Regione+Puglia+-+SmartPuglia+2020/d5b5d72e-0b62-492d-982a-3b6e80ad9db6;jsessionid=E398085F8E12B6C5F2A1BFE8BA7AF558?version=1.2">http://por.regione.puglia.it/documents/7235713/8159366/Smart+Specialization+Strategy+Regione+Puglia+-+SmartPuglia+2020/d5b5d72e-0b62-492d-982a-3b6e80ad9db6;jsessionid=E398085F8E12B6C5F2A1BFE8BA7AF558?version=1.2</a> |

<sup>3</sup> <https://publications.europa.eu/en/publication-detail/-/publication/cd6b3f8f-63f6-11e4-9cbe-01aa75ed71a1>

<sup>4</sup> <https://publications.europa.eu/en/publication-detail/-/publication/c4e837c5-1652-4c2a-b7b9-3966bacbf985/language-en>

<sup>5</sup> Attach file or give the appropriate link

|  |                      |  |   |
|--|----------------------|--|---|
| IXVI Ismea Report - Qualivita 2018       | ISMEA                | II Qualivita Report - Ismea 2018 contains the analysis and interpretation of the most significant socio-economic phenomena of the Italian food & wine sector of certified quality products DOP IGP STG. Born from the integration of the skills developed by the Qualivita Observatory and the Ismea Observatory and by the collaboration with AICIG, Federdoc. Together with the renewed section dedicated to regional values and economic impacts, the novelty of the 2018 Report is represented by an innovative monitoring of global digital conversations related to Geographical Indications carried out on the Web and Social Media channels.               | <a href="https://www.qualivita.it/xvi-rapporto-ismea-qualivita-2018/">https://www.qualivita.it/xvi-rapporto-ismea-qualivita-2018/</a>   |
| QUALITY AGRO-FOOD PRODUCTS               | ISTAT                | In 2017 the growth trend of quality food products in its various components is strengthened (producers, transformers, surfaces and number of recognized products); only the farms are slightly down. The number of PDO, PGI and Stg producers increased, compared to 2016, by 1.8%, a summary of the persistent decline recorded in the North (- 2.8%) and a significant increase recorded in the South (+ 7.3%) and, to a lesser extent, in the Center (+ 1.4%). The number of processors is growing considerably (+ 7.6%); the increase is higher in the South (+ 11.5%) and in the Center (+ 8.4%).   | <a href="https://www.istat.it/it/files//2018/12/REPORT-DOP-IGP-2017.pdf">https://www.istat.it/it/files//2018/12/REPORT-DOP-IGP-2017.pdf</a>   |
| AGRO-FOOD IN ITALY PRODUCTION AND EXPORT | Italian Trade Agency | The Italian agri-food sector represents an excellence that excels in terms of quality, food safety, cutting-edge technological innovation, sustainability, biodiversity and respect for tradition. In fact, Italy is a country characterized by great territorial and climatic differences that have been shaped in cultures, histories and traditions, exceptionally varied and unique. These characteristics have led to the formation of a large number of small, very often family-run companies, which, faced with the impossibility of competing in foreign markets in terms of price reduction, have focused on enhancing the uniqueness of their products. | <a href="https://www.ice.it/sites/default/files/inline-files/NOTA_AGROALIMENTARE_E_VINI_2017.pdf">https://www.ice.it/sites/default/files/inline-files/NOTA_AGROALIMENTARE_E_VINI_2017.pdf</a> |

**5. Are there any studies referring to the agro-food sector under the Interreg program (or other EU funded program) conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of study</b> | <b>Responsible person/organization</b> | <b>Title of EU funded project</b> | <b>Description<br/>(50-100 words)</b> | <b>File<sup>6</sup> or link (URL)</b> |
|-----------------------|--|-----------------------------------|---------------------------------------|---------------------------------------|
|                       |  |                                   |                                       |                                       |
|                       |  |                                   |                                       |                                       |
|                       |  |                                   |                                       |                                       |
|                       |  |                                   |                                       |                                       |
|                       |  |                                   |                                       |                                       |
|                       |  |                                   |                                       |                                       |

**6. Are there any studies referring to the agro-food sector by the exporters association<sup>7</sup> conducted in your region/country?**

(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

<sup>6</sup> Attach file or give the appropriate link

<sup>7</sup> National or regional exporters association

| Title of study | Responsible person/<br>organization | Description<br>(50-100 words) | File <sup>8</sup> or link (URL) |
|----------------|-------------------------------------|-------------------------------|---------------------------------|
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |
|                |                                     |                               |                                 |

**7. Are there any studies referring to the agro-food sector by agro-food clusters or cooperation networks<sup>9</sup> conducted in your region/country?**  
(For each identified study, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of study | Responsible<br>person/<br>organization | Title of cluster or<br>cooperation<br>network | Description<br>(50-100 words) | File <sup>10</sup> or link (URL) |
|----------------|--|---|-------------------------------|----------------------------------|
|                |  |   |                               |                                  |
|                |  |   |                               |                                  |
|                |  |   |                               |                                  |
|                |  |   |                               |                                  |
|                |  |   |                               |                                  |

<sup>8</sup> Attach file or give the appropriate link

<sup>9</sup> See also questions 1 and 3.

<sup>10</sup> Attach file or give the appropriate link



## Section 3: Exports and imports of agro-food products

**8. List of agro-food exporters in your region/country.**

(For each identified exporter, provide relevant information in the following table. You may add as many lines as necessary.)

| Title of company/<br>association | Types of agro-food products   | Contact info<br>(name, organization, address, email, telephone<br>number, website)  | Website<br>(URL)  |
|----------------------------------|---|---|---|
| LEONARDOS SRL                    | Prodotti molitori   | Via del Fragno, 62<br>70022 Altamura (Bari)<br>Tel. 080 3140837<br>Cel. 333 5780970<br>Fax. 080 3140837<br>E-mail: leonardos2011@libero.it                | <a href="https://www.leonardos.it/">https://www.leonardos.it/</a>   |
| NAVA srl                         | selection and distribution of high<br>quality Italian fresh products on<br>international markets  | Via Giovanni Falcone 8/B<br>70018 Rutigliano<br>Tel.: (+39) 080 477 0444<br>Fax : (+39) 39 080 4 761998<br>Email: info@navasrl.com<br>Pec: navapec@pec.it | <a href="https://www.navasrl.com/">https://www.navasrl.com/</a>   |
| IL SOLE DEL GARGANO<br>SRL       | Artisan Production of Jams and<br>Preserves without preservatives<br>and dyes from Organic Agriculture<br>of the Gargano.They have juices,<br>sauces EVO , olives and citrus<br>fruits. | Via Marina,12<br>71012 Rodi Garganico (Foggia)<br>ITALIA  | <a href="https://www.europages.it/IL-SOLE-DEL-GARGANO-SRL/00000004671248-476713001.html">https://www.europages.it/IL-SOLE-DEL-GARGANO-SRL/00000004671248-476713001.html</a> |

|                          |   |  |   |
|--------------------------|---|--|---|
| ITALMOLLUSCHI S.R.L.     | Shellfish shipping center.<br>Wholesale fresh and frozen fish products. EU Import Export. Meal Plan                                       | Umberto 1° 93/97<br>71010 Ischitella (Foggia)<br>ITALIA  | <a href="https://italmolluschi.jimdo.com/">https://italmolluschi.jimdo.com/</a>         |
| ENOTECA LOTTI            | Company specializing in the sale of wines, champagne distillates, beverages. Import exports   | Via Pepe 16<br>73014 Gallipoli (Lecce)<br>ITALIA   | <a href="http://www.enogastronomia.lotti.com/">http://www.enogastronomia.lotti.com/</a> |
| PANTALEO NICOLA SPA      | Extra virgin olive oil producers that export to Oman, Qatar, Emirati Arabi Uniti, south Korea , USA and JAPAN where they are brand leader | Contrada Fascianello, 72015 Fasano di Puglia (BR)<br>Tel. +39 080 442 55 88<br>Fax +39 080 442 19 21<br>e-mail: info@pantaleo.it<br>SMS cortesia +39 366 373 63 62                                     | <a href="http://www.pantaleo.it/">http://www.pantaleo.it/</a>                           |
| CALABRESE DI DE VITO SRL | Calabrese di De Vito s.r.l. produces almonds ,nuts and all derivates for industrial needs.  | Vigili del Fuoco Caduti in Servizio, 63 Str. - 70026 Modugno (BA)<br>CONTATTI<br>+39 345 300 98 00<br>+39 080 535 44 98 - +39 080 535 23 16<br>Mail<br>Direzione Vendite<br>dandev@calabresedevito.com | <a href="http://www.calabresedevito.com/">http://www.calabresedevito.com/</a>           |
| PUGLIA EAT               | Apulian Typical food  | VIA FRATELLI MANNARINO 2/d   | <a href="https://www.europages.it/PUGLIA-">https://www.europages.it/PUGLIA-</a>         |

|                                      |  |  |   |
|--------------------------------------|--|--|---|
|                                      |  | 70127 S.Spirito Di Bari (BARI)<br>ITALIA   | EAT/00000004637627-446871001.html   |
| AZIENDA AGRICOLA<br>CAMPOBASSO MARCO | The company mainly deals with the cultivation of two varieties of oranges, Valencia and Navelina, and Clementine.  | Azienda Agricola Campobasso Marco<br>Via Toniolo, 38 - 74019 Palagianò (TA)<br><br>Agrumeti biologici in:<br>Tenuta di Lago d'Anice<br>Contrada Orsanese - 74011 Castellaneta Marina (TA)<br><br>Fax 099/8430244<br>e-mail: info@tenutadilagodanice.it | <a href="http://www.tenutadilagodanice.it/homepage.html">http://www.tenutadilagodanice.it/homepage.html</a> |
| CANTINE DUE PALME                    | Cantine Due Palme is a large cooperative company established in 1989 in Cellino San Marco, in the province of Brindisi, it is made up of 1000 contributing members and 2500 hectares of vineyards. |  | <a href="https://www.cantineduepalme.it/it/">https://www.cantineduepalme.it/it/</a>                         |
| TAMMA                                | Dry and fresh pasta producers and exporters  | Corso del Mezzogiorno, 15 – 71122<br>Foggia – Italy<br><br>+390881308111<br>info @tamma.it   | <a href="http://tamma.it/">http://tamma.it/</a>   |
| DIVELLA                              | The third larger dry pasta producer in Italy. They export all over the world   | divella@divella.it   | <a href="https://www.divella.it/">https://www.divella.it/</a>   |

**9. List of agro-food importers/wholesalers<sup>11</sup> in your region/country.**

(For each identified importer/wholesaler, provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Title of company/<br/>association</b> | <b>Types of agro-food products</b> | <b>Contact info<br/>(name, organization, address, email, telephone number,<br/>website)</b> | <b>Website<br/>(URL)</b> |
|--|------------------------------------|---|--------------------------|
|  |                                    |   |                          |
|  |                                    |   |                          |
|  |                                    |   |                          |
|  |                                    |   |                          |
|  |                                    |   |                          |

**10. Give the regulatory framework (laws, regulations) of imports/exports of agro-food products in your country.**

(For each identified law, regulation, etc. provide relevant information in the following table. You may add as many lines as necessary.)

| <b>Type and code of<br/>regulation (e.g., law,<br/>directive, governmental<br/>decision)</b> | <b>Issuing authority</b> | <b>Description<br/>(50-100 words)</b> | <b>File<sup>12</sup> or link (URL)</b> |
|--|--------------------------|---------------------------------------|--|
|  |                          |                                       |  |

<sup>11</sup> Companies operating as both exporters and importers may be included in both lists.<sup>12</sup> Attach file or give the appropriate link

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#### Section 4: EU quality schemes for agro-food products

##### **11. Most recent data<sup>13</sup> for PDO (Protected Designation of Origin), PGI (Protected Geographical Indication), TSG (Traditional Specialties Guaranteed) and organic agro-food products in your region/country.**

(For each product, provide relevant information in the following table. You may add as many lines as necessary.)

DOP products (Protected Designation of Origin) represent the highest level of quality certified and protected by the European Union; they originate from a specific geographical area, have characteristics essentially or exclusively due to a particular geographical environment (including natural and human factors) and are produced and transformed exclusively in a limited area. The IGP products (Protected Geographical Indication) group the prestigious agri-food specialties recognized and protected by the EU, originate from a specific geographical area, possess a certain quality, reputation or other characteristics attributable to a specific territory, i.e. they are at least produced and / or transformed into a limited geographical area. Stg products (traditional specialty guaranteed) include preparations recognized and protected by the EU, they do not depend on geographical origin but on a traditional composition of the product, a typical recipe or a traditional production method. Stg specialties can be produced both throughout the country and in other EU countries. The same Stg product can be certified by more than one control body, while each PDO or PGI is certified by a single body.

As already noted for 2016, also in 2017 it is in the South that the highest growth values are recorded for operators (+2.311, + 7.9%), producers (+2.036, + 7.3%), transformers (+ 270, + 11.5%), processing plants (+464, + 14.1%) and area (+22.220 hectares, + 31.2%).

As in 2016, also in 2017 the farms located in the South (47%) exceed those recorded in the North (39.9%). In the South there are 41 Protected Geographical Indications, 65. Protected Designations of Origin. Over 70% of the awards concern 4 Regions, Campania, Calabria, Puglia and Sicily. The subdivision of the 2011 production of wine by quality brands shows a slight predominance of wines with geographical indication compared to table

<sup>13</sup> Provide data from 2010 till most recently

wines over the total (56% against 44%). While noting a significant presence of table wines (Puglia is the leading Italian region in terms of quantities produced of this type), the comparison with the situation of just five years before shows an important redevelopment of regional wines: in 2006, in fact, production of table wines "weighed" on the regional total for 72%. A significant redevelopment, but which we could define as "partial", as it seems to be stimulated above all by the increase in IGT wines, which grew by 83% in production terms compared to 2006, compared to a + 5% for Docs instead / DOCG.

The Apulian olive growing, as well as the Italian one as a whole, is characterized by a considerable weight of the limited size companies (both economic and financial) which lead to a high degree of fragmentation of the productive structure and to the prevalent presence of traditional production systems, poorly efficient and not very innovative. To this must be added the high costs of managing the olive groves (in particular those of harvesting and milling, but also the costs for energy and fertilizers) together with the current low level of remuneration for producers (between May 2011 and May 2012 the price in the countryside in Italy has fallen by 32.5% 15), which means that for many production companies it is not worth supporting these costs.

The strengthening of the cereal sector is fundamental in order to guarantee an offer capable of responding to the quantitative and qualitative requirements (both in terms of organoleptic and nutritional and hygienic-sanitary) of the milling sector's demand and thus being able to reduce the supply of raw materials. import; agricultural structures engaged in the cultivation of durum wheat should therefore identify the size of the outlet market for quantity and quality and plan and concentrate production in order to guarantee a fluid and constant introduction into the market. We should also focus on improving the quality of production, through the implementation of differentiated forms of storage according to quality and the provision of guarantee systems certifying the origin of the seed.

Also the fruit and vegetable sector is one of the key sectors of Apulian agriculture, with an incidence, in 2010, of 44% on the total value of the agricultural production of the region. 27% of companies produce vegetables, while 58% produce fruit. Also with regard to the fruit and vegetable sector, there are some productions that have been recognized at European level with the IGP brand. Specifically, they are 6 products (Brindisi artichoke, Taranto Gulf clementine, La Bella della Daunia olive, Puglia IGP grape, Gargano orange and Femminello del Gargano lemon), to which 56 agricultural producers are connected, 643 hectares of surface cultivated and 8 processing companies. The agricultural producers, although still a minority, can count on a far greater average company size than those operating outside the circuits with geographical indication.

The Apulia region accounts for about a quarter of companies and almost 27% of the industrial tomato SAU in open field compared to national values. Production is concentrated in the province of Foggia, which absorbs 80% of the companies and 92% of the surface used.

The analysis carried out has highlighted how Puglia is one of the reference realities within the national fruit and vegetable panorama, thanks to the natural climate predisposition of its territory that allows the cultivation of a wide range of products.

Also on the processing and marketing side, the specialization of the structures is widely spread and there is the existence of a consolidated range of medium-sized companies with good organizational and technological levels; moreover, the territorial proximity to the places of production allows preserving the organoleptic and qualitative characteristics of the products.

However, there are several weaknesses. First of all, the productive fabric of the Apulian fruit and vegetable supply chain is also distinguished by the

presence of a myriad of small-scale farms, characterized by the lack of an effective production planning and organization activity, with limited financial capabilities (which do not allow to realize investments aimed at improving quality and stabilizing production), the lack of adequate irrigation systems for crops, as well as a low aggregation of supply and a low propensity for associations.

As far as production is concerned, often the companies that operate there, due to the criticalities listed above, cannot interface with the needs of the large-scale retail trade, which requires large volumes, long-term qualitative and quantitative production planning, financial capacity, standardization, extension product shelf-life, specific delivery times and quality and continuity of the services requested. Criticalities that instead affect the larger production companies less, which have an organizational, technological and financial profile adequate to seize the opportunities deriving from the commercial relations with the GDO.

Even with growth rates below the national average, the regional milk sector has also embarked on a process of production reorganization, increasing the average size of the farms. On the other hand, the transformation system still appears to be very fragmented and the economic dimensions of dairy companies are reduced. This also reflects the low propensity to export of these companies, most of which are oriented towards sales at regional and national level.

Yet in recent years Apulian processed products have experienced strong growth in cross-border sales, an unequivocal sign of a general appreciation by consumers of these products and the value of exports has practically doubled. A greater capacity to face the more distant markets represents one of the main future challenges for regional processing companies.

Below are the 54 foods products with quality labels belonging only to Apulia Region.

| Type of agro-food product       | Type of label (PDO, PGI, TSG or organic) | Cultivation areas                             | Production | Trade    | Exports |
|---------------------------------|--|---|------------|----------|---------|
| Aleatico di Puglia DOP :: WINE  | PDO                                      | Foggia, Bari, Lecce, Taranto e Brindisi       |            |          |         |
| Alezio DOP:: WINE               | PDO                                      | Gallipoli e Tuglie                            | 50,0 HL    |          |         |
| Arancia del Gargano IGP :: FOOD | PGI                                      | Vico del Gargano, Ischitella e Rodi Garganico | 2.575 KG   |          |         |
| Barletta DOP :: WINE            | PDO                                      | Barletta, San Ferdinando                      | 295 HL     | 0.02 MLN |         |

|  |     |   |            |          |  |
|--|-----|---|------------|----------|--|
|  |     | di Puglia e Trinitapoli   |            |          |  |
| Brindisi DOP :: WINE                               | PDO | Brindisi e Mesagne  | 8758 HL    | 0.47 MLN |  |
| Burrata di Andria IGP :: FOOD                      | PGI | Intero territorio della Regione Puglia  |            |          |  |
| Cacc'eMmitte di Lucera DOP :: WINE                 | PDO | Lucera, Troia e Biccari   | 830 HL     | 0.04 MLN |  |
| Caciocavallo silano DOP :: FOOD                    | PDO | Bari, Taranto e Brindisi  | 781,320 KG | 7.42 MLN |  |
| Canestrato Pugliese DOP :: FOOD                    | PDO | Intero territorio della provincia di Foggia e in diversi comuni della provincia di Bari   | 21980 KG   | 0.21 MLN |  |
| Carciofo Brindisino IGP :: FOOD                    | PGI | Alcuni comuni della provincia di Brindisi   | 450 KG     |          |  |
| Castel del Monte Bombino Nero DOP :: WINE          | PDO | Andria, Corato, Trani, Ruvo, Terlizzi, Bitonto, Palo del Colle e Toritto e completamente l'isola amministrativa D'Ameli del comune di Binetto | 1344 HL    | 0.09 MLN |  |
| Castel del Monte DOP :: WINE                       | PDO | Barletta-Andria-Trani e Bari  | 19976 HL   | 1.08 MLN |  |
| Castel del Monte Nero di Troia Riserva DOP :: WINE | PDO | Andria, Corato, Trani, Ruvo, Terlizzi, Bitonto, Palo del Colle e Toritto e completamente l'isola amministrativa D'Ameli del comune di Binetto | 654 HL     | 0.04 MLN |  |



|   |     |  |            |          |  |
|---|-----|--|------------|----------|--|
| Cipolla Bianca di Margherita IGP :: FOOD    | PGI | Margherita di Savoia, in provincia di Barletta-Andria-Trani, e dei comuni Zapponeta e Manfredonia, in provincia di Foggia  | 1699710 kg |          |  |
| Clementine del Golfo di Taranto IGP :: FOOD | PGI | Palagiano, Massafra, Ginosa, Castellaneta, Palagianello, Taranto e Statte, in provincia di Taranto   |            |          |  |
| Collina di Brindisi DOP – Olio EVO :: FOOD  | PDO | Carovigno, Ceglie Messapica, Cisternino, Fasano, Ostuni, S. Michele Salentino, San Vito dei Normanni, Villa Castelli in provincia di Brindisi                              | 41896      | 0.18 MLN |  |
| Colline Joniche Tarantine DOP :: WINE       | PDO | Laterza, Mottola, Crispiano e Martina Franca e parte dei territori dei comuni di Castellaneta, Ginosa, Palagianello, Massafra, Statte e Grottaglie in provincia di Taranto | 127 HL     |          |  |
| Copertino DOP :: WINE                       | PDO | Copertino, Carmiano, Arnesano e Monteroni e parte dei comuni di Galatina e Lequile in provincia di Lecce   | 865 HL     | 0.04 MLN |  |

|                                    |     |   |           |          |  |
|------------------------------------|-----|---|-----------|----------|--|
| Daunia IGP :: WINE                 | PGI | numerosi comuni in provincia di Foggia e Barletta-Andria-Trani  |           | 0.56 MLN |  |
| Dauno DOP – Olio EVO :: FOOD       | PDO | numerosi comuni della provincia di Foggia   | 2188 KG   | 0.01 MLN |  |
| Galatina DOP :: WINE               | PDO | numerosi comuni in provincia di Lecce   |           |          |  |
| Gioia del Colle DOP :: WINE        | PDO | numerosi comuni in provincia di Bari  | 3318 HL   | 0.18 MLN |  |
| Gravina DOP :: WINE                | PDO | l'intero territorio amministrativo dei comuni di Gravina, in Poggiorsini e parte dei territori di Altamura e Spinazzola in provincia di Bari                        | 636 HL    | 0.03 MLN |  |
| La Bella della Daunia DOP :: FOOD  | PDO | Cerignola, Stornara, Stornarella e Orta Nova in provincia di Foggia   | 319100 KG | 1.12 MLN |  |
| Lenticchia di Altamura IGP :: FOOD | PGI | Altamura, Ruvo di Puglia, Corato, Minervino Murge, Andria, Spinazzola, Poggiorsini; Gravina in Puglia, Cassano delle Murge, Santeramo in Colle nella regione Puglia |           |          |  |
| Leverano DOP :: WINE               | PDO | comune di Leverano, la frazione tra i comuni di Arnesano e Copertino, in  | 4.002 HL  | 0.22 MLN |  |

|   |     |   |              |           |  |
|---|-----|---|--------------|-----------|--|
|   |     | provincia di Lecce  |              |           |  |
| Limone Femminello del Gargano IGP :: FOOD | PGI | Vico del Gargano, Ischitella e Rodi Garganico, in provincia di Foggia   | 21742 KG     | 0.02 MLN  |  |
| Lizzano DOP :: WINE                       | PDO | alcune aree appartenenti al comune di Taranto e i comuni di Lizzano e Foggiano in provincia di Taranto  | 619 KG       | 0.03 MLN  |  |
| Locorotondo DOP :: WINE                   | PDO | Locorotondo   | 3623 HL      | 0.20 MLN  |  |
| Martina DOP Bianco:: WINE                 | PDO | Martina Franca e Crispiano, in provincia di Taranto, Alberobello in provincia di Bari e parte del territorio di Ceglie Messapica e Ostuni in provincia di Brindisi, | 1010 HL      | 0.05 MLN  |  |
| Matino DOP Rosso:: WINE                   | PDO | Matino e in parte i territori di Parabita, Alezio, Taviano, Casarano, Melissano, Tuglie e Gallipoli in provincia di Lecce   |              |           |  |
| Moscato di Trani DOP :: WINE              | PDO | territorio di Trinitapoli, in provincia di Foggia e numerosi comuni delle province di Bari e BAT  | 155 HL       | 0.01 MLN  |  |
| Mozzarella STG :: FOOD                    | TSG | originariamente riferibile al Meridione d'Italia,   | 1,751,310 kg | 11.90 MLN |  |

|   |     |   |        |          |  |
|---|-----|---|--------|----------|--|
|   |     | storicamente vocato alla produzione di formaggi a pasta filata. Successivamente, la mozzarella è entrata a far parte della tradizione casearia di tutto il territorio nazionale       |        |          |  |
| Murgia IGP :: WINE                        | PGI | l'intero territorio della provincia di Bari e il territorio dei comuni di Barletta, Andria, Trani, Bisceglie, Canosa di Puglia, Minervino Murge in provincia di Barletta-Andria-Trani |        | 0.11 MLN |  |
| Nardò DOP :: WINE                         | PDO | Nardò e Porto Cesareo in provincia di Lecce   | 754 HL | 0.04 MLN |  |
| Negroamaro di Terra d'Otranto DOP :: WINE | PDO | l'intero territorio delle province di Lecce, Brindisi e Taranto   | 173 HL | 0.02 MLN |  |
| Orta Nova DOP :: WINE                     | PDO | Orta Nova e Ordona e parte del territorio dei comuni di Ascoli Satriano, Carapelle, Foggia e Manfredonia in provincia di Foggia   | 108 HL |          |  |
| Ostuni DOP :: WINE                        | PDO | Ostuni, Carovigno, San Vito dei Normanni, San Michele Salentino e parte del territorio dei comuni   | 108 HL |          |  |

|  |     |  |            |          |  |
|--|-----|--|------------|----------|--|
|  |     | di Brindisi, Latiano e Ceglie Messapica in provincia di Brindisi   |            |          |  |
| Pane di Altamura DOP :: FOOD                     | PDO | territori compresi nel Parco Nazionale dell'Alta Murgia, nei comuni di Altamura, Gravina di Puglia, Poggiorsini in provincia di Bari e Spinazzola, Minervino Murge in provincia di Barletta-Andria-Trani                             | 440,357 KG |          |  |
| Patata Novella di Galatina DOP :: FOOD           | PDO | Acquarica del Capo, Alliste, Casarano, Castrignano del Capo, Galatina, Galatone, Gallipoli, Martino, Melissano, Morciano Di Leuca, Nardò, Parabita, Patù, Presicce, Racale, Salve, Sannicola, Taviano, Ugento, in provincia di Lecce |            |          |  |
| Primitivo di Manduria Dolce Naturale DOP :: WINE | PDO | Manduria, Carosino, Monteparano, Leporano, Pulsano, Faggiano, Roccaforzata, San Giorgio Jonico, San Marzano di San Giuseppe, Fragagnano, Lizzano, Sava, Torricella, Maruggio, Avetrana e   | 1035 HL    | 0.20 MLN |  |

|                                   |     |  |            |          |  |
|-----------------------------------|-----|--|------------|----------|--|
|                                   |     | quello della frazione di Talsano e delle isole amministrative del comune di Taranto, intercluse nei territori dei comuni di Fragagnano e Lizzano, in provincia di Taranto e dei comuni di Erchie, Oria e Torre S. Susanna in provincia di Brindisi   |            |          |  |
| Primitivo di Manduria DOP :: WINE | PDO | Manduria, Carosino, Monteparano, Leporano, Pulsano, Faggiano, Roccaforzata, San Giorgio Jonico, San Marzano di San Giuseppe, Fragagnano, Lizzano, Sava, Torricella, Maruggio, Avetrana, e quello della frazione di Talsano e delle isole amministrative del comune di Taranto, intercluse nei territori dei comuni di Fragagnano e Lizzano, in provincia di Taranto e dei comuni di Erchie, Oria e Torre S. Susanna in provincia di Brindisi | 136,691 HL | 13.0 MLN |  |
| Puglia IGP :: WINE                | PGI | l'intero territorio delle  |            | 32.7 MLN |  |

|                                |     |  |           |          |  |
|--------------------------------|-----|--|-----------|----------|--|
|                                |     | province di Bari, Barletta-Andria-Trani, Brindisi, Foggia, Lecce e Taranto   |           |          |  |
| Rosso di Cerignola DOP :: WINE | PDO | parte del territorio del comune di Cerignola comprese le isole amministrative del comune di Ascoli Satriano intercluse nel comune di Cerignola e l'intero territorio dei comuni di Stornara e Stornarella in provincia di Foggia                             | 125 HL    |          |  |
| Salento IGP :: WINE            | PGI | province di Brindisi, Lecce e Taranto  |           | 33.4 MLN |  |
| Salice Salentino DOP :: WINE   | PDO | il territorio dei comuni di Salice Salentino, Veglie, Guagnano e parte del comune di Campi Salentina in provincia di Lecce e il territorio dei comuni di San Pancrazio Salentino, Sandonaci e parte del comune di Cellino San Marco in provincia di Brindisi | 86,329 HL | 8.20 MLN |  |
| San Severo DOP :: WINE         | PDO | comprende il territorio di numerosi comuni in provincia di Foggia  | 7223 HL   | 0.40 MLN |  |
| Squinzano DOP :: WINE          | PDO | Squinzano, San Pietro Vernotico, Torchiarolo e   | 6373 HL   | 0.34 MLN |  |

|  |     |  |              |          |  |
|--|-----|--|--------------|----------|--|
|  |     | Novoli e parte del territorio dei comuni di Lecce, Campi Salentina, Cellino San Marco, Trepuzzi, Surbo in provincia di Lecce |              |          |  |
| Tarantino IGP :: WINE                  | GPI | provincia di Taranto   |              | 0.77 MLN |  |
| Tavoliere delle Puglie DOP :: WINE     | PDO | numerosi comuni appartenenti alle province di Foggia e Barletta-Andria-Trani   | 466 HL       | 0.02 MLN |  |
| Terra di Bari DOP – Olio EVO :: FOOD   | PDO | province di Bari e Barletta-Andria-Trani   | 2,443,767 KG | 9.98 MLN |  |
| Terra d'Otranto DOP :: WINE            | PDO | province di Lecce, Brindisi e Taranto  |              |          |  |
| Terra d'Otranto DOP – Olio EVO :: FOOD | PDO | provincia di Lecce ed il territorio di diversi comuni delle province di Taranto e Brindisi,                                  | 56,462       | 0.59 MLN |  |
| Terre Tarentine DOP – Olio EVO :: FOOD | PDO | numerosi comuni situati sul versante occidentale della provincia di Taranto  |              |          |  |
| Uva di Puglia IGP :: FOOD              | GPI | province della regione Puglia  | 760,194      | 0.26 MLN |  |
| Valle d'Itria IGP :: WINE              | GPI | Alberobello e Locorotondo in provincia di Bari; Ceglie Messapico, Cisternino, Fasano e Ostuni in provincia di                |              | 0.19 MLN |  |



|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  | Brindisi; Crispiano e Martina Franca in provincia di Taranto |  |  |  |
|--|--|--|--|--|--|

## Section 5: Trade fairs, trade shows and exhibitions

### 12. List of trade fairs, trade shows or exhibitions for agro-food products in your region/country.

(For each event provide relevant information in the following table. You may add as many lines as necessary.)

| Type of event <sup>14</sup><br>(trade fair, trade show, exhibition) | Organization body          | Description (50-100 words regarding the scope and the agro-food products covered)  | Dates          | Place                 | Website (URL)   |
|---|----------------------------|--|----------------|-----------------------|---|
| Bread and Salicornia Festival                                       | Comune di Cagnano Varano   | This Festival is now at the third edition and is organized by the La Montagna del Sole Association in July at for the next 26 July in Cagnano Varano Municipality. During the Festival is possible to taste the typical traditional products, enlivened by the background of folk music. | 26 luglio 2019 | Cagnano varano (FG)   | <a href="https://www.facebook.com/FestadelPaneSalicorniaCagnanoVarano/">https://www.facebook.com/FestadelPaneSalicorniaCagnanoVarano/</a>                                     |
| Sagra della Paposcia  | Comune di Vico del Gargano | Emblem of Vichese gastronomy, this exquisite panfocaccia is a true ecstasy of flavors which, on the evening of 24 July, will be offered in its countless variations. In Vichese cuisine, which has its roots in the medieval peasant tradition, paposcia is one                          | 24 luglio 2019 | Vico del Gargano (FG) | <a href="https://www.puglia.com/sagra-della-paposcia-serata-di-gusto-a-vico-del-gargano/">https://www.puglia.com/sagra-della-paposcia-serata-di-gusto-a-vico-del-gargano/</a> |

<sup>14</sup> Select events that occur regularly (e.g., every year)

|  |                       |   |        |                    |   |
|--|-----------------------|---|--------|--------------------|---|
|  |                       | of the simplest and, at the same time, most delicious dishes. The term paposcia probably derives from its elongated and flattened shape, almost as a reminder of a slipper, called "paposcia" in the local dialect  |        |                    |   |
| VINUM, wines and sparkling wines of Puglia | PROLOCO Torremaggiore | This Festival in Torremaggiore FG is at the second edition and is organized in June. VINUM is an event that celebrates the excellence of Apulian wine production..<br><br>The program includes a series of events including meetings, workshops, masterclasses, tasting workshops, live music and the final of the second Vinum Regional Wine Competition | Giugno | Torremaggiore (FG) | <a href="https://www.vinumexpo.it/">https://www.vinumexpo.it/</a>                     |
| Terre e Sole                               | Ente Fiera Foggia     | In conjunction with the ninth edition of the Gate & Gusto Fair, the Foggia Fair Authority hosts the exhibition "Terre e Sole - The Mediterranean Festival of Taste", „The heart of the Shoe is the Buyers participation , the Cooking show activities, the Masterclasses, in order to optimize and promote B2B, B2C and relational trade                  | marzo  | Foggia             | <a href="https://fierafoggia.it/">https://fierafoggia.it/</a>                         |
| Festival of fish and typical products      | Proloco               | The first edition of the festival dates back to 1995 and, over the years, it has become a regular event for the Gargano summer, reaching over nine thousand visitors..The event is divided into several stands located in the streets of the historic center  | Agosto | Cagnano Varano     | <a href="http://www.sagradelpescecagnano.it/">http://www.sagradelpescecagnano.it/</a> |
| GNAM!, Festival Europeo dello              | Associazione          | Bari and street food have a long established relationship. Street food is king  | Aprile | Bari               | <a href="http://www.gnamfest.com/">http://www.gnamfest.com/</a>                       |

|                          |                      |   |                 |             |   |
|--------------------------|----------------------|---|-----------------|-------------|---|
| street food              | Extravaganza         | in the Apulian capital, thanks to the cult of focaccia, symbol of our city, as well as popizze and raw fish. Also in this new edition of 2019 a large turnout is expected from the people of Bari, who will take the opportunity to enjoy spring by the sea.  |                 |             |   |
| Lentil Sagra in Altamura | Proloco              | The Lentil Festival PGI debuts for the first time in three Apulian cities, arriving at the heart of the Murgia National Park and organized by the Consortium for the protection of the products of the regions of Puglia and Basilicata.  | Dicembre        | Altamura    | <a href="https://www.puglia.com/lenticchia-sagra-altamura-2018/">https://www.puglia.com/lenticchia-sagra-altamura-2018/</a> |
| Market of Taste          | Proloco              | Maglie is ready to reopen its streets of flavors, welcoming the twentieth edition of the Mercatino del Gusto in its courts, palaces and gardens. The most awaited food and wine exhibition of the Apulian summer, in which food, art, music and culture are intertwined to give five days to discover the extraordinary typical features of this splendid land. | Agosto          | Maglie (le) | <a href="https://www.facebook.com/MercatinoDelGusto">https://www.facebook.com/MercatinoDelGusto</a>                         |
| ENOL SUD                 | Ente Fiera di Foggia | 43rd National exhibition of vines and wine..  | Aprile – maggio | Foggia      | <a href="https://fierafoggia.it/">https://fierafoggia.it/</a>   |
| OLIVE OIL SHOW           | Ente Fiera di Foggia | 19th national oil exhibition.   | Aprile – maggio | Foggia      | <a href="https://fierafoggia.it/">https://fierafoggia.it/</a>   |

## Section 6: Innovative agro-food companies

**13. Is there a specific regulatory framework (laws, regulations) for establishing innovative agro-food companies in your country?**

(If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words)  | File <sup>15</sup> or link (URL)  |
|---|-------------------|--|---|
| M03 Quality schemes for agricultural and food products (Article 16)             | Regione Puglia    | The Measure supports the improvement of the competitiveness of primary producers through the protection of quality regimes, the promotion of quality products in local and international markets and an adequate information policy.   | <a href="http://psr.regione.puglia.it/misura-3?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureportlet_categoryName=Misura+3&amp;p_r_p_564233524_categoryId=9046406&amp;_misure_WAR_misureportlet_categoryMaster=Misura+3">http://psr.regione.puglia.it/misura-3?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureportlet_categoryName=Misura+3&amp;p_r_p_564233524_categoryId=9046406&amp;_misure_WAR_misureportlet_categoryMaster=Misura+3</a> |
| M09 Establishment of associations and producer organizations (Article 27)       | Regione Puglia    | The Measure supports the improvement of the competitiveness of primary producers, through the establishment of associations and producer organizations in order to integrate them into the food supply chain. It intends to reward associations and organizations whose members adhere to recognized quality regimes, to create added value for agricultural products. | <a href="http://psr.regione.puglia.it/misura-9?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureportlet_categoryName=Misura+9&amp;p_r_p_564233524_categoryId=9046443&amp;_misure_WAR_misureportlet_categoryMaster=Misura+9">http://psr.regione.puglia.it/misura-9?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureportlet_categoryName=Misura+9&amp;p_r_p_564233524_categoryId=9046443&amp;_misure_WAR_misureportlet_categoryMaster=Misura+9</a> |
| M11 Organic farming (art. 29)   | Regione Puglia    | The measure, through the support of organic farming, pursues the following aims: to contribute to a high level of biodiversity and to promote a responsible use of energy and  | <a href="http://psr.regione.puglia.it/misura-11?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-">http://psr.regione.puglia.it/misura-11?p_p_id=misure_WAR_misureportlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-</a>   |

<sup>15</sup> Attach file or give the appropriate link

|   |                |  |   |
|---|----------------|--|---|
|   |                | natural resources (air, water, soil, organic substance); to respect natural systems and cycles and to maintain or improve the state of the soil, water, plants and animals and the balance between them; comply with high animal welfare standards and their specific behavioral needs; get high quality products; improve water resource management including fertilizer and pesticide management.  | 3&p_p_col_count=3&_misure_WAR_misureporlet_categoryName=Misura+11&p_r_p_564233524_categoryId=9046448&_misure_WAR_misureporlet_categoryMaster=Misura+11  |
| M16 Cooperation (art. 35)   | Regione Puglia | The measure supports the overcoming of the economic, environmental and social disadvantages deriving from the low degree of coordination of the actors of the regional system of knowledge and innovation in agriculture, from the scarce sharing of information and knowledge between the productive and research world and from the structural fragmentation of the regional agricultural systems. It contributes to the development of innovation and the promotion of knowledge transfer in the agricultural, forestry and rural sectors | <a href="http://psr.regione.puglia.it/misura-16?p_p_id=misure_WAR_misureporlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureporlet_categoryName=Misura+16&amp;p_r_p_564233524_categoryId=9046449&amp;_misure_WAR_misureporlet_categoryMaster=Misura+16">http://psr.regione.puglia.it/misura-16?p_p_id=misure_WAR_misureporlet&amp;p_p_lifecycle=0&amp;p_p_state=normal&amp;p_p_mode=view&amp;p_p_col_id=column-3&amp;p_p_col_count=3&amp;_misure_WAR_misureporlet_categoryName=Misura+16&amp;p_r_p_564233524_categoryId=9046449&amp;_misure_WAR_misureporlet_categoryMaster=Misura+16</a> |
| REGIONAL LAW 30 April 2018, n. 16 "Rules for the development and promotion of agricultural and food products at zero kilometer and on the direct sale of agricultural products" | REGIONE PUGLIA | Apulia Region, in the exercise of its administrative functions, promotes the valorisation of agricultural and agri-food products, forestry, aquaculture and zero kilometer fishing, favoring their consumption and marketing and guaranteeing consumers adequate information on their origin and specificity.  | <a href="http://www.regione.puglia.it/documents/10192/25984223/LR_16_2018.pdf/2b8fcc46-1436-40a6-bb49-7953b62202c2?version=1.0">http://www.regione.puglia.it/documents/10192/25984223/LR_16_2018.pdf/2b8fcc46-1436-40a6-bb49-7953b62202c2?version=1.0</a>   |

**14. Is there a specific regulatory framework (laws, regulations) for financing innovative agro-food companies (crowdfunding) in your country?**  
 (If yes, provide the information in the following table. You may add as many lines as necessary.)

| Type and code of regulation<br>(e.g., law, directive,<br>governmental decision) | Issuing authority | Description<br>(50-100 words) | File <sup>16</sup> or link (URL) |
|---|-------------------|-------------------------------|----------------------------------|
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |
|   |                   |                               |                                  |

<sup>16</sup> Attach file or give the appropriate link