



PROJECT

**“LABORATORI PER AKTIVITETE TE
BIZNESIT” OR LABORATORY FOR
BUSINESS ACTIVITIES**

Annual Report
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EXECUTIVE SUMMARY

The Project “Laboratori për Aktivitete të Biznesit – (LAB)” was established in February 2014 at the propose of Sharrcem SHPK. The aim of the Project is contributing in education and financially supporting start – ups to enable alternative opportunity for self-employment and income generation for Hani Elezit Residents.

Although the Project has been in operation less than two years, the initial investment and technical assistance provided to beneficiaries have generated substantial amount of relevant and valuable results and trust in the program.

Initial results provides an opportunity LAB to continue increase the investment and number of start – ups in sectors for Vegetable cultivation two new Greenhouses, six Orchards for cultivation Strawberries and Raspberries and five Honey production Beekeeping, as well as initiate new sectors Livestock one small size farm for milk production, Forestry silviculture treatment of 20 ha of young stands and production wood chips for energy, Vineyards two orchards with 0,2 ha for cultivation table grape and one experimental plot for cultivation Medical Herbs in 0,1 ha . Continue cooperation with outside service providers - organizations (IADK) - Vushtrri with extensive technical experience in the agri-businesses sector and for advisory and Research support Education and Research Institutions the American Farm Scholl (AFIS)-Thessaloniki Greece.

This report is a summary of interventions and results by sectors that has been achieved in year two.

- Situation in terms of mitigate high unemployment in Hani Elezit remains the same, LAB intervention within less than two years has contributed to establishing 37 start-up enterprises which provide 37 new jobs .
- 19 farmers reported production of 52,355 kg and reached sales of 32,566 €.
- LAB provided 40 training seasons (theoretical and practical trainings) to 19 beneficiaries
- 1734 working days or 7.5 full time equivalent jobs were created
- Donor organization Sharrcem SH.P.K has increased donation by more than 52% compared with the previous year for creating new start - ups and employment in the area.
- The Agro-Business remains as a sector with the biggest opportunity for growth quick revenues and results which will positively reflect on employment, and income generation.
- In 2015, through seven public invitations, 26 suppliers were evaluated according to criteria foreseen in internal LAB Procurement Manual and tender procedures - 10 of them were selected for supply.
- A well accepted Public invitation system for expressing interest for support, evaluation and selection process of the beneficiaries has ensured that the results are acceptable to all, beneficiaries and the suppliers alike.
- In order to present its work to public through electronic information, LAB has created web site www.labs.org in both languages
- In order to sustain investment, LAB continues to monitor and mentor all beneficiaries providing necessary practical advice enabling them properly to handle production process.
- In April 2015 LAB adopted its formal Financial and Procurement Manuals.
- New chairman of LAB Board of Directors has been appointed by members of BoD and follow its previous concept that seeks to involve local, international stakeholders from the private, public and NGO sectors.
- Sharrcem contributed and continues to support extensively with time and expertise offering administrative and logistical support to LAB through their CSR team as well as management individuals.
- Improved oversight of the implementation year two work plans has been realized increasing coordination between LAB, Municipality Directorate for Agriculture Forestry and Rural Development, and village Administrators of Hani i Elezit.

- Annex contracts for Service for 2015 and 2016 have been signed with outside service providers - organizations (IADK) - Vushtrri with extensive technical experience in the agri-businesses sector and for advisory and Research support Education and Research Institutions the American Farm Scholl (AFIS)-Thessaloniki Greece
- In order to use the great potential for women involvement in getting access to LAB support “OBERON” Organization has been Contracted to provide services to assist in the establishment and operation of a “Women Artisans’ Network “ in Hani Elezit
- During 2015 LAB organized two regular meetings with the BoD
- A study visit was organized to Greece with the participation of 19 beneficiaries and representatives of the Municipal Directorate for Agriculture Forestry and Rural Development and SharrCem CSR Task Force. Visit to American Farm Scholl (AFIS)-Thessaloniki, lectures and excursions where include in program in order to increase theoretical and practical skill in intensive cultivation, organic farming, post-harvest practice packaging and marketing.
- In the course of the planning, year two plan and budget was develop on the basis of the preliminary assessment of the existing potential in the agro- forestry sector for developing new start- ups, experiences and the results from year, and interest of local residents.
- The work plan and budget was approved by BoD members as a basic for continue project.
- The public was informed and invited through published invitation and the local TV for applications - 18 startup investments in the sector of Livestock ,Greenhouse, Small fruit, Beekeeping, Forestry, Vineyards, and Medical and Aromatic herbs ;
- For all interested individuals LAB has been provided application form and guide for filling the application form, as well as given all necessary information for the selected sectors for support , instruction for filling the application form;
- Demand for support is growing with a total of 115 individuals local farmers showed interest to apply;
- A total of 56 individuals local farmers applied to participate;
- Out of 56 farmers who applied, 18 applications were approved;
- The list of beneficiaries has been published and beneficiaries has been invited to be informed within the scoop of year two work plan
- Depending on the phase of planning and implementation the activities for the selected beneficiaries’ local farmers, within the corresponding sector, theoretical and practical training has been provided to meet the identified training needs for all farmers.
- LAB Board of Directors conducted two meetings, the main topics of discussion were the LAB planning objectives, developments, implementation, funding requirements, staffing and other relevant decisions that would support achieving planed objectives for 2015.
- Progress summary on key performance indicators:
- The total sales value reported from 20 start - ups, already creating revenue reached amount of 32,568.00 €, manning that the average income achieved is 1,628.40€ or equivalent to over 60 % of baseline level income per beneficiaries.
- LAB beneficiaries reported self-engage and part time employment in total 1734 working days, which is equivalent with 86.7 full time working days per start - ups created, or over to 38% of target baseline objective projected to be achieved in next two years.
- Initial data recorded by beneficiaries reported to LAB in monthly basis.
- In order to evaluate the progress in relation with expected project objectives there have been organized regular progress review meeting s between Sharrcem and LAB

INTRODUCTION

This is annual report of an evaluation of the “Laboratori për Aktivitete të Biznesit – LAB” project implemented by NGO LAB Hani I Elezit based on an Agreement for Donation (AD) of the fund concluded on February 6, 2014 awarded to LAB for supporting potential agri-business sectors that will facilitate and generate income and new employment.

The situation about unemployment still remains same one of the biggest problems for most of the residents in Hani I Elezi, especially farmers in rural areas. Since the agro forestry sector remains the most promising sector for growth and job creation in Kosovo, LAB’s engagement focus will be in supporting potential agro-business sectors that will facilitate and generate income and new employment.

The project objective of LAB is to contribute at the Municipality level financially support development of new start-ups and increase theoretical and practical skill for proper sustainable use of the agro forestry resources in line with the Titan Group CSR strategy.

In order sustain investment LAB continues to monitor and mentor the 19 start-ups, establish in year one offering farmers technical advice and consultation, including propose additional training events to meet necessary needs for implementation planning activities. In addition a regular monitoring on the monthly bases has been established in order to follow developments and achievements under each sector and individual beneficiaries on production, sales and employment.

In regard to the new investments, LAB in year two continued doing what was done previously and replication of the activities piloted successfully in year one by expanding the number of start- ups in the same sectors using the same protocols in screening and procurement. Additionally LAB, will initiate developments in newly identified potential sectors Livestock in milk production (contributing in supplying 10 milk cows and necessary equipment for dairy farm, Forestry silviculture treatment of young stands (20 ha) and production wood chips for energy (building warehouse to store chips and heating system based on wood chips at Primary Scholl), Vineyards capitalize on historical production of table grapes (establishment of 2 small units with 0,2 ha of grape and Aromatic Herbs (establishment 0,1 ha and experimental plot for cultivation medical and aromatic herbs).

Although the project has been in operation less than two years, in general the project produced a substantial amount of relevant and valuable results, considering the outputs in relation to investments .

THE TECHNICAL ADVISORY AND CONSULTACY COOPERATION

In order to successfully handle increased work and ensure the best possible application and implementation of LAB projects objectives LAB BoD has taken the decision to offer extension services agreement for both organization IADK (Initiative for Agricultural Development of Kosovo AFS (The American Farming School and Perrotis College in Thessaloniki after one year excellent and successful cooperation we had during 2014/2015.

Annex Contracts for Services in Kosovo; IADK (Initiative for Agricultural Development of Kosovo) was signed for providing technical and practical trainings in horticulture and farming and monitoring in the field for all LAB beneficiaries. (See Annex Contract for Services according to co.no 01/14/ of the date 22 /07/2014 signet on 07/12/2015)

Annex Contracts for Services offer also has been sent to sign also with AFS (The American Farming School and Perrotis College in Thessaloniki) for providing advisory services and applying research support both in agricultural education and agro-business and entrepreneurship development. (See Annex Contract for Services October 2015)

In the framework of cooperation between LAB and external advisory Organizations IADK, AFS, under Annex Contract LAB allows requested additional services for different aspects on field observation of process of implementation and assessment of new potentials – sectors for support

ACTIVITIES TO ACHIEVE PROGRAM OBJECTIVES

The report covers main activities carried out during January 1st to December 31th period of 2015 in the implementation of the LAB Project as proposed by the General Manager and adopted by the LAB Board of Directors.

Experience gained and lessons learned implementing year one work plan as well as community request for support and potentials in agro- forestry sector has been considered important information for develop year two work plan and budget for its implementation .

During the development process the active contribution and participation was ensured by engagement different interested groups of stakeholders organizing meetings, discussion face to face with interested individual to provide them obtains sufficient information about possibilities for support and find out information of their interest for opportunities and sectors for start-ups investment

Outputs from the current activities were integrate into new LAB work plan 2015 with recommendations to expand number of new start- ups in the existing sectors *at least six more* farmers with 0. 2 ha each for orchard cultivation of Strawberries and Raspberries, two greenhouses with 500m² for melon cultivation, five beekeepers with ten hives each for honey production and sectors that will from the perspective of start-ups investment support has been presented and approved by the Board of Directors on June 2, 2015. (See Annex LAB Work Plan 2016)

Another recommendation in the year two work plan has been proposed to initiate new *sectors* with potential for development at least one farmer to expand an existing small size farm for dairy production establishing 0, 1 ha of experimental plot for cultivation of medicinal and aromatic herbs, at least two farmers with 0,2 ha vineyards for cultivation table grape and silviculture treatment of 20 ha of young forest to improve forest management and produce biomass (chips) for energy production and Construct a collection center with retail and bulk facilities cold storage in the town of Hani i Elezit that can serve as a sales point for products produced in the community.

OBJECTIVE

The purpose of establishing the Foundation by Sharrcem is to provide alternative support for creation income and opportunities for development local economic businesses and employment to Hani Elezit residents by:

- Supporting the creation and development of new start –ups activities that are essential to provide quick impact in economic growth income generation ;
- Create new employment opportunities to the Hani I Elezit Municipality residents;
- Improve education, training and skills development, especially for the people living in rural areas to optimize the use of existing potential by applying new technologies and practice in intensive farming in livestock vegetable cultivation in greenhouse , cultivation of small fruits and berries, beekeeping, mushroom cultivation, table grape cultivation , cultivation aromatic and medicinal herbs , collection of wild forest fruits, and forest maintenance;
- Creating a feeling of a positive change that through financial support local activities in agro forestry sector, farmers will ensure self-employment and income sufficient for family needs and expanding their start- up businesses;
- Increasing the lack of available experience and capacities at LAB by engagement in a certain period of time, organizations (IADK- Vushtrri) with advanced technical experience in ago- businesses sector, Education and Research Institutions (AFIS-Greece Thessaloniki) for advisory and Research application support.

DEVELOPMENTS

Methodology

Work methodology used to achieve the goal of the project objectives is based on LAB Work plan 2015, approved by LAB BoD and Internal Manuals for Finance and Procurement as well as state policies for NGO.

Milestone 1. Development of Forms

Status: Completed

All the necessary procurement/administrative forms and other related documents have been prepared with the LAB logo in order to improve the visibility of the project.

Milestone 2. Selection of farmers /beneficiaries

Status: Completed

Selection of LAB farmers was made with the participation of IADK experts, LAB and representatives from the Municipality of Hani I Elezit (Directorate for Agriculture Forestry and Rural Development and local village Administrators). The evaluation criteria were determined based on the scoring list which includes: household composition, distance from residence, land and land slope, the position of the plot, water supply, financial situation and experience. Based on these criteria the Commission has set points and selected 18 start beneficiaries who met the criteria listed out of total 56 that applied.

Milestone 3. Tender processing

Status: In process

For the eight tenders all the applicable rules have been implemented in accordance with Internal LAB Procurement Manual and experience gathered working for one year with IADK assistance. Also a tender dossiers and files have been prepared by LAB team. Tender announcements in the newspaper and following procedures have been made by LAB in accordance with approved requirements. Experience gathered working with external partners contribute that LAB has built his own capacities to organize committee at the opening and bidding analyses for the following activities:

1. Supply with strawberry seedlings and other associated inputs
2. Supply with raspberry seedlings and other associated inputs
3. Supply with greenhouses, seeds, seedlings and other associated inputs
4. Supply with milk cows, equipment and other associated inputs for free farming system
5. Supply with bee hives and other associated inputs

6. Supply with vineyards seedlings and other associated inputs
7. Supply heating boiler and installation, silviculture treatment of young stands and utilize removed wood mass for producing wood fuels (chips) construction warehouse for storing wood chips.
8. Supply aromatic and medical herbs seedlings and other associate inputs for establishing an experimental plot

Milestone 4. Training

Status: In process

During this period, for the beneficiaries of strawberry, raspberry, greenhouses and vineyards different training sessions have been organized, depending on the development activities for each sector. After signing contracts with 18 beneficiaries and arranging the payment of the 10% co-investment/participation of the total cost of investment, the theoretical and practical training has begun. Theoretical and practical trainings are held by the Horticultural Engineer from IADK and LAB.

Theoretical training for farmers was held in LAB's offices, whereas practical training courses were organized directly in the field for all selected beneficiaries for cultivation Strawberries, Raspberries and Vineyards. The modules have been prepared typically for the actual needs, trainings sessions where organized in the following topics:

1. Preparatory work for the establishment of the orchards, fencing and fixing supporting system
2. Soil preparation and melioration, preparing beds, black covers and irrigation systems
3. Preparing planting material for sowing and planting

Also adequate training has been organized in Greenhouse sector for vegetable cultivation. The trainings sessions where organized in the following topics :

1. Soil preparation and melioration
2. Prepare the greenhouse for planting vegetable in autumn;

Milestone 5. Implementation

Status: In process

The implementation works for this season for four sectors has been completed. Establishment of 0.6 ha orchards with Strawberries and 0.6 ha with Raspberries, 0, 4 ha Vineyards, two Greenhouse with 500 m² are completed successfully as well as silviculture treatment of 20 ha of young stands and utilize removed wood mass for producing wood fuels for heating and construction warehouse for storing wood chips and supply and installation heating boiler in primary School "Veli Ballzhi " Gorance Hani I Elezit.

Also the first stage of the work plan, preparation the tender dossiers files, announcements in the newspaper and evaluation of offers and selection of suppliers has finalized for Livestock, Beekeeping and Aromatic and Medical Herbs sectors. For all sectors supply and implementation it is foreseen to realize during the first quarter of 2016.

Milestone 6. Staff and organization

Status: Completed

NGO Laboratori per Aktivitete te Biznesit (LAB) is established in march 2014, office and current activities are located in Hani I Elezit. At this stage of development LAB has completed its personnel which ensure its full functionality. Currently employs full time position of General Manager, Finance Officer and Administrative Assistant. When LAB consider insufficient to merely implement specialized technical activities LAB covers it through external technical organizations (IADK- Vushtrri) with advanced technical experience in agro- businesses sector, Education and Research Institutions (AFIS-Greece Thessaloniki) for advisory and Research application support.

A future project objective it should be managed in such a way to moving from intensive engagement external experts by building own capacity of the local employed experts with the specialized knowledge in agro forestry sector to cover project objectives.

Key Performance Indicators

LAB collected data from 20 starts – ups established during 2014/15 that had production during this reporting period. Data has been reported January 1st to December 31th period of 2015 in of which ; (three of them who cultivate in 0.6 ha Strawberries, two them who cultivate in 0.4 ha Raspberries, five beneficiaries who cultivate tomato and cucumber in five Greenhouse with 500 m², five beekeepers with ten behaves , four beneficiaries who cultivate oyster mushroom in 150 m²and one public beneficiaries silviculture treatment of 20 ha of young forest stands and utilize removed wood mass for producing wood fuels for heating and construction warehouse for storing wood chips and supply installation heating boiler in primary Scholl “Veli Ballzhi “ Gorance Hani I Elezit).

LAB effort in this regard have been held in preparing the forms for keeping records and train the beneficiaries how to collect and register them and submit complete forms to us on a monthly basis and explain their significance to the project and their businesses.

Report on Performance Indicators

The data collected contains information on production, value of sales, number of working days created respectively full time equivalent jobs created to date, number of training seasons organized and participants trained.

Actual data represent the period of January 1st to December 31th 2015 received from 20 starts – ups currently crating revenues in five supported sectors Small fruits (Raspberries, Strawberries), Greenhouse, Beekeeping, Mushroom and Forestry).

Main products that are produced are Small fruits (Raspberries, Strawberries), Vegetable (tomato and cucumber), Honey, Mushroom, and Wood chips for energy production.

The farmers reported in monthly basis to LAB. Actual data in table below represent annual quantity production and sales and employment at the level of sectors already creating revenue

1. Sales data

Table 1. Quantity production and value of sales by sector

Sector	Quantity produced in Kg	Total Sales Value €
Greenhouse: Tomato	41,411	14,080.00
Greenhouse: Cucumber	6,030	2,894.00
Greenhouse: Green Salad	1,848.	1,423.00
Raspberries:	1,088.	1,850.00
Strawberries	1,2060	2,316.00
Beekeeping	1480	1,476.00
Mushroom	4960	997.00
Forestry	128	7,532.00
Total	52,355	32,568.00

Relying in this data's the total production created is 52,355 kg and the value of sales reached amount of 32,568.00 €. The average production achieved at the level of star-ups was 2,617.00 kg, whereas revenue income is 1,628.00 €.

To date there are in total 37 start-ups created, establish during 2014 and 2015, 20 of them are already generating revenues.

The highest achievements have been realized in the greenhouse sector; five beneficiaries have reported production 49,289.00 kg of vegetables (Tomato, Cucumber and Green Salad) and achieved total sales value of 18,397.00 €.

Relying on this data's five beneficiaries in the sector of small fruit cultivate in open area (Raspberries and Strawberries) have been reported a total production of 2,294.00 kg and total value of sales is 3,792.00 €.

Annual production in this sector it is assumed to increase several times in the second growing season as well as income revenues.

While, five beekeeping beneficiaries has reported annual production of 148 kg and generating sales value in the amount of 1,476 €. This level of production is a direct effect of bad weather conditions that prevented the bees to fly and collect the honey.

The results in mushroom sector are below expectation and established potentials, total production of 496. kg and total value of sales is 997 € do not allow real assessment. This happened because four mushroom growers faced difficulties in supplying the quality substrate and market for their products. Currently the production has been temporary suspended as long as we find the supplier and customer for our products.

Gorance village was selected for piloting unique example, founded program in forestry sector to intervene thinning and cleaning 20 ha of the public young forests in need for silviculture treatment. The thinning program contribute to increase overall forests values and profiting 120 m³ wood from the cut thickets of spindly trees with little commercial or environmental value and creating 480 short term working days. Doing so 84 m³ of firewood for heating and cooking has been donated to 20 local household while 36 m³ has been processed producing 110 m³ chips and used for heating primary school In Gorance a for producing energy for heating.

2. Employment data

Table 2. .Number of working days created (male female) by sector

Sector	Working days created (male)	Working days created (female)	Total working days created
Greenhouse: Tomato	238	165	403
Greenhouse: Cucumber	128	35	163
Greenhouse: Green Salad	75	15	90
Raspberries:	177	93	270
Strawberries	103	69	172
Beekeeping	56	13	69
Mushroom	63	25	88
Forestry	480	-	480
Total	1,320	415	1,735

In managing 20 starts – ups which already creating revenue, beneficiaries reported full time engagement of 1,735 working days. In order to carry out different activities such as soil preparation, planting, cultivation and maintenance of planted crops t which means that average engagement at the level of sector was 87 working days. Agro forestry is traditionally male related sector; this is clearly evident from the date obtained, that mean engagement was 1,320 working days, which implying that most of the activities were performed by male. Women engagements at the level of sectors, except forestry, was promising taking into consideration its low participation in traditional agriculture activities, female participation was 415 working days.

Most of employees at the household level include self – employed and other family members, part time employees has engage unemployed local villagers.

The highest engagements have been realized in greenhouse sector; five beneficiaries have reported total engagement of 656 working days, 441 male and 215 female.

Five beneficiaries in the sector of small fruit cultivate in open area (Raspberries and Strawberries) have been reported a total engagement of 442 working days, male 280 and female 162.

While, five beneficiaries in beekeeping sector has reported e total engagement of 69 working days, 56 male and 13 female.

Four beneficiaries in mushroom sector have reported a total engagement of 88 working days, 63 male and 25 female.

In the forestry sector 480 working days have been created for silviculture treatment of 20 ha , no women participations due to lack of know-how and the forest areas being located in remote areas.

3. Training data

Table 3. .Number of training seasons organized and people train by sector

Sector	Training sessions	Number of participants
Greenhouse: Tomato	12	7
Raspberries:	11	5
Strawberries	10	6
Beekeeping	5	5
Mushroom	2	4
Total	40	27

During the reporting period LAB, organized 40 training seasons both theoretical and practical trainings for 19 beneficiaries. From the total number of people trained during this period 25 were male and 2 female.

Several themes has been prepared with experts of Initiative for Agriculture Development in Kosovo (IADK) and AFS for training, responding to the demand for each sector to improve knowledge and skills on intensive cultivation of new varieties and new crops, as well as applying new technologies necessary for the increase production quantity and quality.

The timing of organizing the trainings have adopted based on the developments of different activities in the ground and crop cultivate, responding the demand from beneficiaries and executing the different activities as soil preparation, planting , maintenance , irrigation, protection and postharvest and selling.

Number of training seasons also has been adopted on the demand of farmers and sectors, the highest number of trainings seasons has been organized in greenhouse sectors and small fits (rasberries and snowberries) 33, while in beekeeping and mushroom sector has been organized seven training seasons.

In order to increase skill development for 19 LAB beneficiaries has been organized a study visit in Greece where farmers beside theoretical lectures had opportunity to closely get inform on cultivation various crops and processing from the seedling production and placing the final products to the market.

4. Investment cost per job created

Table 4. Number of full time equivalent jobs created and cost per sector

Sector	Total working hours	FTE cost per sector		Investment per sector 2015	Investment cost per job by sector
Greenhouse:	5,245.00	1,840.00	2,85	24,383.44	8,553.96
Raspberries:	2,156.30	1,840.00	1.17	9,595.68	8,188.12
Strawberries:	1,375.00	1,840.00	0.75	8,030.10	10,745.73
Beekeeping:	550.00	1,840.00	0.30	9,990.00	33,421.09
Mushroom:	700.00	1,840.00	0.38	14,861.80	39,065.30
Forestry	3840.00	1,840.00	2.09	40,527.82	19,419.58
Vineyards	-	1,840.00	-	5,968.62	-
Total			7,54	113,357.46	19,898.97

The figures listed in Table 5 require further explanation in order to be able to fully understand. The sector of strawberries and raspberries, beekeeping is of first year and the expected performance is not favorable. In particular in mushroom sector the results are associated with the supply of high-quality compost and finding the market for the oyster mushrooms. Better and more realistic data for evaluating the effective- investments created number of full time equivalent jobs are expected in the following year, when the need for labor is greater given that productivity will be higher

CONCLUSIONS

Following conclusions and results can be drawn from this reporting period;

- **INTRODUCTION:** Introduction of the objectives of Sharrcem to provide alternative income and opportunities for economic development and employment to Hani I Elezit Residents through the establishment of the NGO LAB and consultation with different stakeholders was conducted successfully.
- **TRANSPARENCY:** All comments from stakeholder meetings and visits outlined during the field visits with individual farmers, government and municipal institutions were discussed and agreed with in the BoD and incorporated in the sectors to be supported.
- **COOPERATION:** All trainings provided by IADK have reflected positively in improving the knowledge on the overall information regarding the new start-up businesses, especially in the areas they will be engaged.
- **PROCESSES:** All the activities related to preparation of the tender dossier, procurement procedures, evaluation methodology etc. have been processed in close cooperation with the IADK procurement officer in the standard form in full transparency and compliance with applicable laws.
- **COMPLIANCE:** Applying this system of work we created a very supportive environment from all stakeholders for the implementation of the planned objectives in a fully transparent and compliant manner for the first year which have been realized very successfully.

NEXT STEPS – RECOMMENDATIONS

- Continue to monitor and mentor all beneficiaries providing necessary advise enabling them properly to handle established start – ups and extend their businesses
- Continue offering assistance for the farmers in increasing quality of record keeping and reporting progress against set indicators to determines whether LAB interventions contributed to the results and thus may be not continue implemented in order to avoid wastage of funds
- Replication of the activities piloted successfully in higher scale and at the same time explore new sectors which has potential to be develop
- Continue provide quality results and raise the awareness to create an entrepreneurial culture in the community, while at the same time developing a sector that was largely ignored by the citizens of the municipality.
- Continue support the beneficiaries/farmers in creating trade contacts with local and international buyers for their products.
- Improve visibility quality of the collection center and continue to lobby and introduce to the local residents benefits of baying fresh local products.
- Continue the close cooperation with IADK and AFS in developing further programs and projects for future beneficiaries.
- Work with local, national and international stakeholders to find new sources of funding to scale up the project as much as possible.