



# MED Greenhouses "Green Growth through the capitalization of innovative Greenhouses"

Gap Analysis & Policy recommendations

**REGIONAL COUNCIL OF BERAT** 



#### **Project Details:**

Programme: Interreg MED 2014-2020

Priority Axis: 1. Promoting Mediterranean innovation capacities to develop smart

and sustainable growth

Objective: 1.1. To increase transnational activity of innovative clusters and

networks of key sectors of the MED area

Project Title: Green Growth through the capitalization of innovative Greenhouses

Project Acronym: MED Greenhouses

Reference No: 3082

Lead Partner: TEI of Thessaly

Total Budget: 1,171,400 €

Time Frame: 01/02/2018 - 31.07.2019

#### **Deliverable Details**

WP: 3 - Capitalising

Activity: 3.1 - State of Play in Policies, Financing, Technologies & Stakeholders

Deliverable Title: 3.1.5 - Gap Analysis & policy recommendations

Responsible Partner: **TEI of Thessaly** 

Involved Partners: All

Date & Place of delivery: 09-08-2019



















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#### Introduction

This deliverable (Del 3.1.5) is elaborated in the context of the Activity 3.1 - State of Play in Policies, Financing, Technologies & Stakeholders.

The Activity 3.1 aims to identify record & present the state of play in policies, frameworks, financing channels, technologies of innovative greenhouses and the stakeholders/ key players of agriculture/greenhouse sector.

Deliverable 3.1.5 aims to identify the missing links & develop tailored policy recommendations for the establishment of innovative greenhouses.

For this reason, Regional Council of Berat based on the research conducted for the elaboration of the deliverables 3.1.1, 3.1.2, 3.1.3 and 3.1.4 identifies gaps and obstacles at Regional and National level in the following sectors:

- Technologies of innovative greenhouses
- Stakeholders and key players of the greenhouse sector
- Financial Channels for eco-innovative technologies
- Policies and frameworks promoting eco-innovation

Afterwards, 3 policy recommendations are designed in order to facilitate the policy makers to enhance the existing investment environment promoting innovative greenhouses at regional/national level.



















## 1. Gaps and obstacles recorded regarding technologies of innovative greenhouses in the region

#### 1.1 Overview of the State of play

The Albanian greenhouse market has grown steadily in the last decades. The area occupied by protected cultivations and the production of vegetables produced in greenhouses increased substantively. According with the data reported by the Albanian National Institute of Statistics in December 2017, the total area under greenhouse production was 1,540.000 ha. This figure shows an increase from the previous year, when the greenhouses' production area was roughly 1,405.000 ha (December 2016). The area has grown about 5 times from 1998, when it was around 309,000 ha, and it has more than doubled in the last ten years.

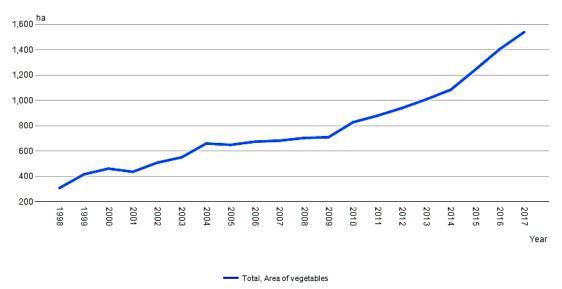


Figure 1 – Total area of vegetables under greenhouses (1998-2017)

Source: INSTAT

The graph above shows the steady increase in the total area of vegetables under greenhouses. Along with the area of cultivation under cover even the total production has witnessed a substantial increase. The general tendency is to build low cost non-heated greenhouses covered by plastic, commonly called Mediterranean greenhouses. In fact, the construction of heated greenhouses progressively decreased during the last decade. This tendency can be explained by the high heating costs that make these kinds of greenhouses unaffordable. In fact, the high costs of energy and the lack of sustainable technologies to create a favorable microclimate for the indoor cultivations make the construction of heated greenhouses a non viable alternative. For these reasons often low-cost greenhouses are preferred by Albanian farmers.















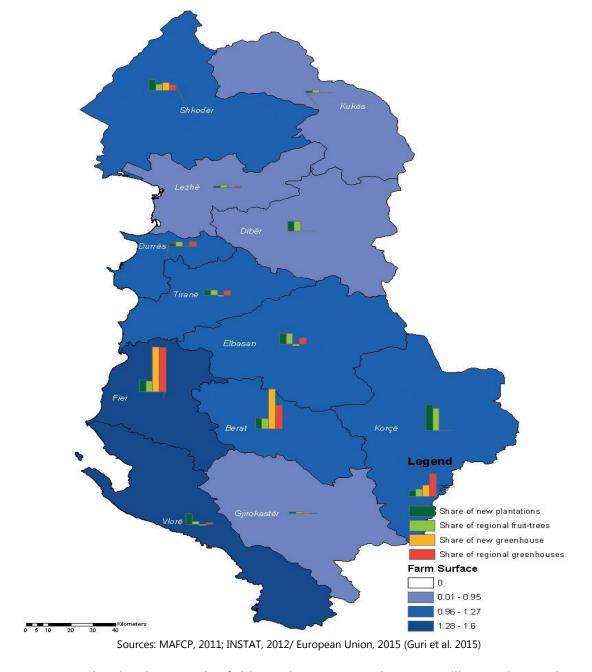




This general increase in greenhouse vegetable production is particularly evident in some areas such as Berat. The region's climate conditions, in fact, are extremely favorable for the protected cultivations. As a result, in the last decade the number of greenhouses in the area sharply increased.

Fig. 2- Regional share of greenhouses and new greenhouses (1998-2017)

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However, despite the growth of this market segment there are still many issues that have to be addressed.

The system of protected cultivations in Albania, as commonly happens in the Mediterranean area, is characterized by a low level of energy input. The consequence is that the microclimate conditions are not satisfactory for cultivations for a large part



















of the year. The effects of this technological inadequacy strongly affect the yield and quality of the produced crop. Therefore, growers cannot exploit the high level of radiations in late spring and summer because of the lack of climate control technologies that allow to lower the temperature and to regulate the vapor pressure inside greenhouses. For this reason, plants inside greenhouses are continuously subjected to crop infestations and diseases, problems that are commonly addressed with a massive pesticides' usage. The yield and the plants' growth are strongly affected by the outside fluctuations of climate conditions. Although low cost greenhouses are widespread in Albania, there is a general positive trend in the construction of better equipped greenhouses.

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Despite the large opportunities offered by the greenhouse market in Albania, there are some problems that affect the overall production that have to be addressed. The country should exploit better its comparative advantage with neighboring countries in terms of good environmental conditions and low labor cost. Modern design greenhouses are a solution to tackle the problem of the climate control and can allow farmers to extend the production period even during winter and summer. Cuttingedge technologies in greenhouses that rely on alternative sources of energy can replace common heated greenhouses and have a positive effect on the vegetable production and on the overall sector growth.

#### 1.2 Gaps

Table 1 – gaps in innovative technologies

N	Lack of Technology	Short Description - justification
1	Lack of heating systems	The lack of heating systems has been mostly
		due to the high costs connected to the
		construction and management of this kind of
		greenhouses.
2	Lack of climate control	The lack of sensors that can regulate the
	system	moisture, the vapor pressure inside
		greenhouses and the temperature level during
		winter and during summer seriously affect the
		crop life cycle and enhance the parasites
		infestations and diseases.
3	Lack of infrastructures	The lack of infrastructures negatively affects
		the entire greenhouses vegetable market
		because especially at local level the rural areas
		are poor connected with market places.
4	Lack of renewable	The heated greenhouses on the Albanian
	technologies used to fuel	territory are fueled with energy produced by



















greenhouses	fossil fuels that makes them unsustainable
	from the environmental and economic point
	of view considering the energy prices in the
	country.

Table 2 – obstacles for the promotion of innovative technologies

N	Identified Obstacles	Short Description of the obstacle -
		justification
1	Lack of knowledge transfer	In the country there is a poor transfer of technologies and knowledge among farmers, despite in the agricultural policies adopted in recent years a big emphasis has been given to the creation of advisory and training systems, actually these initiatives have never been undertaken because of lack of funds.
2	Lack of education	As it can be easily deduced from the Instat web site the rural population is not well educated. The business activities are run relying on traditional and empirical knowledge. For this reason for example the parasites infestations inside greenhouses are tackled with a massive pesticides usage that lead to the production of poor quality products.
3	High investments costs	Normally low costs greenhouses are preferred to cutting-edge technologies greenhouses because of the high start-up costs that make the low cost non-heated greenhouses a viable alternative.
4	Massive presence of smallholders	The presence of small and medium enterprises make the investments needed to build technologically advances greenhouses unaffordable for farmers.
5	Poor government incentives to agriculture	During the last decades the first sector output has grown steadily however the governmental incentives to agriculture were scarce or inexistent.



















#### 2. Stakeholders and key players of the greenhouse sector

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#### 2.1 Overview of the state of play

The stakeholders' analysis has shown a wide and composite number of subjects, entities and potential partners, private and public that can play an important role in the implementation of the MED greenhouse project.

Table 3 – Analysis of stakeholders of the 4-helix

		Pu	blic	Priv	vate	Ot	ther						ns	
Туре	Total No	No	% (of total)	No	% (of total)	No	% (of total)	SMEs	Large Companies	Clusters/ Associations	Manufactures	Farmers	Research centres/institutions	Service providers
Enterprises	14	0	0	13	92,86	1	7,14	9	4			22		1
Academia	8	5	62,5	3	37,5	0	0						5	3
Government	16	16	100	0	0	0	0							16
Civil Society	19	1	5,26	9	47,37	9	47,37			6			1	3
Total	57	22	38,6	25	43,85	10	17,54	9	4	6		22	6	23

According with the table above considering the type of stakeholders / beneficiaries there is a total of 57 stakeholders, out of which 14 (or 25%) come from enterprises (farmers are not included); 16 (or 28%) are governmental institutions, 8 (or 14%) are part of the academic world and research institutions and 19 (or 33%) are actors coming from the civil society and nonprofit organization, as shown in Diagram 1. Moreover, around 44% of all beneficiaries are private institution, whereas 39% are public institutions and 17% are nonprofit organizations.



















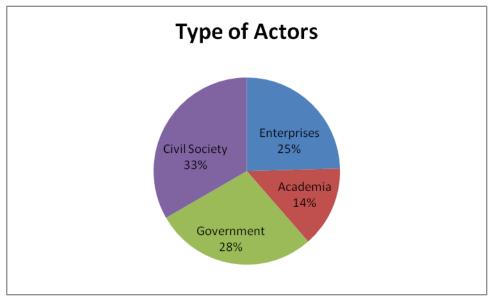


Diagram 1: Type of 4-helix actors (key identified actors)

#### 2.2 Gaps

Table 4 – Gaps regarding stakeholders and key players of the greenhouse sector

N	Missing Actors / key players	Short Description of the type of actor
	of the greenhouse sector	required - justification
1	Training centers	Most Albanian farmers need tailored training schemes on good agricultural practices/technologies that does not allow them to expand their businesses.
2	Clusters/associations	There are few clusters or association of farmers strictly connected to the greenhouse market that remains sharply fragmented. The creation of a greenhouse producer's cluster can help the overall sector selling products in new markets.
3	Large companies	Smallholders constitute the greatest part of the greenhouse market. From the stakeholders analysis appears clear that there are solely few large firms that can invest in new technologies and infrastructures.
4	Geothermal energy producers	In the country there are many untapped geothermal sources, however from the stakeholder analysis it is clear that there are no companies directly involved in this market that can drive a change in the sustainable



















		energy production.
5	Academic linkage with rural	In the country there are many agriculture
	society	faculties and research centers, however the
		academic world that can boost a change and
		improve farmers' educational level seems to
		be poorly or not connected at all with rural
		society.
6	Pesticides usage advisory	There are no authorities that train farmers in
	system	the correct pesticides usage.

Table 5 – obstacles for the promotion of innovative technologies

N	Identified Obstacles	Short Description of the obstacle -
		justification
1	High costs of infrastructures	Universities and research centers do not
	for educational purposes	receive enough funding to build and train
		farmers in greenhouses research centers.
2	Geothermal energy	In the national strategy for renewable energy
	producers' incentives	usage geothermal energy is identified as one
		of the potential renewable energies upon
		which rely to reach the 38% of renewable
		energies usage in 2020. However, in the plan
		there are no specific strategies to boost and
		develop this sector.
3	Pesticides control authority	The pesticides' usage is not regulated at all
		and the over usage can be detrimental for the
		quality of products produced, for the
		environment and for the farmers' health.
		Because of farmers' low education level and
		frequent crops' diseases inside greenhouses
		the pesticides usage is massive and
		uncontrolled.



















#### 3. Financial Channels for eco-innovative technologies

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#### 3.1 Overview of the state of play

As it has been pointed out by the United Nations in the environmental performance review, in the Albanian Statistical System there is a lack of accurate data that can thoroughly describe the current situation for what concerns the investments on ecoinnovative technologies. The National Statistic Institute should provide detailed information about the national expenditures to support the eco-innovations and the percentage of GDP bounded to the research and development of such technologies. In fact the provision of reliable and updated data can have positive repercussions on the national economy attracting foreign and local investors. The aforementioned investments can shift the current situation of general lack of expenditures in research and development in the private sector and boost the technological transfer among different actors that operate in the Albanian market. Small and medium enterprises, that constitute the backbone of the Albanian economy playing an important role in terms of employment, turnover and value added, are characterized by a general weakness in technological capacity to upgrade by absorbing existing advanced technologies. In fact the total amount of private investments in research and development is a scarce 0.4% of the GDP. Despite SMEs are driving the entire Albanian trading system in almost all fields such as agriculture, tourism and hydropower generation, the measures undertaken by the national government to attract businesses and simplify the access to funding, some bottlenecks remain. One of the issues that still have to be addressed is the technological and innovation transfer among firms that is still believed to be poor. Actually, although some SMEs introduced products, process, marketing or organizational innovations the general lack of data collected by the government does not provide a thorough insight of the actual situation leaving scarce or inexistent room for national programs specifically conceived to increase eco-efficient businesses and eco-innovative technologies. The National Business and Investment Strategy refers to the need to ensure environmental sustainability but does not provide any concrete measure. Moreover, business actors lack of expertise on environmental issues. Businesses remain largely unaware of environmental management systems and standards, and no incentivizing measures are in place, although, as of 2016, 111 ISO 14001 certificates were issued in the country (UN 2018). Despite the government poorly supports the eco-innovative businesses there are several organizations and foreign donors that are helping this sector to grow. However, according with UN, SMEs still lack access to finance and credit. It has been estimated that the total demand for SMEs loans is 1.4 billion euro, which represents 14 per cent of GDP and 34 per cent of the total loans in the financial system (UN 2018). Hence, the facilitation to credit access for new enterprises



















represents a good opportunity to achieve higher levels of specialization, innovation and competitiveness.

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#### 3.2 **Gaps**

Table 6 – Lack of financial models

N	Lack of financial models	Short Description of the financial channels
		required - justification
1	Research and development	The country lacks of specific incentives and
	strategy	financial models to promote research and
		development programs in order to boost
		SMEs' innovation and competitiveness to
		reach higher levels of specialization.
2	National financial schemes	Except for the European Funds bounded to
	specific to agricultural	the implementation of the project, in the
	sustainable development in	National Energy Strategy there is no room for
	greenhouse sector	the provision of specific measures to increase
		the sustainability of the greenhouse sector.
		The country strategy is aimed at reaching the
		38% of renewable energy usage within 2020
		boosting the hydropower energy production.
		In order to increase the agricultural sector
		sustainability the biodiesel production is
		deemed to be strategic. Any other activity has
		been pinpointed to be crucial to reduce the
		first sector environmental impact.
3	National strategy to exploit	In the National Energy Strategy the
	the untapped geothermal	exploitation of numerous untapped
	resources	geothermal resources has been defined as
		strategic, nevertheless in the same strategy
		there are no provisions on how to exploit
		these resources to increase the production of
		clean energy. In the same way there is no
		mention on how to exploit this kind of energy
		in the agricultural sector.

Table 7 – Obstacles for the use of the existing financial channels

N Identified Obstacles for the Short Description of the obstacl	e -
-----------------------------------------------------------------	-----



















	use of the existing financial	justification
	channels	
1	Gap between the priorities	There is a gap between the identified
	identified in the National	priorities in achieving the sustainable
	Energy Strategy and the	production and energy usage and the
	measures undertaken	measures undertaken to boost their
		production. The geothermal energy usage is
		considered a priority; however there is a lack
		of specific measures to exploit it.
2	Inelastic demand for green	Albanian consumers still present an inelastic
	goods	demand for green goods and more
		sensitiveness to the price. The consumers'
		behavior does not incentive the production of
		eco-innovative technologies because the
		awareness to environmental issues has still to
		be raised. A shift in the consumers' behavior
		could affect the eco-innovative technologies
		usage and the adoption of financial schemes
		to boost their production.



















#### 4. Policies and frameworks promoting eco-innovation

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#### 4.1 Overview of the state of play

After receiving the status of EU member country in 2014, in Albania, many reforms have been undertaken to align the national agricultural strategies with the EU Common Agricultural Policies. In fact, in 2014 it has been adopted the "Inter Sectoral Agricultural and Rural Development Strategy" (ISARDS 2014-2020) to boost the country competitiveness. The strategy is supported by the legal framework of the Law on Agriculture and rural development issued in 2007 and it is in compliance with the "Europe 2020" strategic framework. Albeit the strategy focuses on sustainable and inclusive growth and on specific needs for the development of agriculture, agroprocessing and rural areas in Albania, there are still many issues that have to be addressed. The strategy, for example, recognizes the importance of the creation of an advisory system to boost the knowledge transfer on new technologies among farmers. It also points out the importance of the creation of advisory services that can foster the innovation in the agricultural field. However, despite the forward-looking measures adopted in the legal framework the implementation of policies still lags behind. In particular, according with authors, the budgetary plan provided to support the first sector has increased in the recent years but not as it was expected according with the 2020 aims. The reduction in the financial support is a consequence of the recent financial recession. Another issue that has to be addressed is the mismatch of political targets set in different documents that creates a non clear understanding on the overall strategy to undertake to boost the Albanian first sector. Furthermore, the Ministry of agricultural rural development should provide more funds to the advisory services and knowledge transfer activity between farmers because one of the main problems related to the Albanian first sector is the lack of education of farmers that often rely on traditional knowledge to run their businesses. Hence, more focus and financial support should be provided to implement the advisory measures that can foster the Albanian competitiveness. Another problem that has to be tackled is the general lack of data that often hamper the adoption of specific policies and the possibility to have a general and thorough vision of what is really happening in the first sector. For this reason the creation of a Market Information Systems and a Farm Accountancy Data Network are needed. Another important issue that can mine the productivity of the overall sector is the lack of adequate infrastructures and the poor financial budget bounded to their improvements. This issue stems also from the general lack of financial resources provided to regional and local administrations that should enhance the construction and the development of a modern road network that can sharply boost the agricultural competitiveness and development reducing the transportation costs and aligning the country with the most advanced countries in Europe.

















#### 4.2 Gaps

Table 8 – Lack of Policies and frameworks favouring eco-innovation

N	Lack of policies	Short Description required
		policy/framework - justification
1	Specific policies related to greenhouses	With the last agricultural strategy adopted in the country a great emphasis has been given to the competitiveness enhancement of the first sector, however there are no specific measures in the strategy related to the greenhouses' vegetable production.
2	Specific policies related to the geothermal energy production	Despite of the adoption of the national strategy for renewable energies there are no specific measures or incentives related to the geothermal production industry.
3	Lack of coordination among policies	Many documents have been issued during last years to boost the Albanian agriculture competitiveness, however there is a mismatch between the various documents issued, therefore there is a lack of a strategic overall view that can specifically address all the problems related to the first sector.
4	Lack of implementation policies process	Albeit during recent years the legal framework has been modified to align the national agricultural policies to the EU Common Agriculture Policy and although the looking forward present agricultural strategies, the implementation process of all measures still lags behind.
5	National research and development policies	In the national strategies provisions little or inexistent attention is given to the enhancement of the research and development policies that can boost the first sector.
6	National statistic tools and indicators	The National Statistic Institute database lacks of specific statistical tools or indicators that can give an insight on the national expenditures in eco-innovation and green



















	economy.
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Table 9 – Obstacles for the adoption/development of frameworks/policies favouring eco-innovation

N	<b>Identified Obstacles for the</b>	Short Description of the obstacle -
	use of the existing financial	justification
	channels	
1	Political class ineptitude	Politicians are concerned in the attainment of
		European standards and for this reason
		modern development strategies have been
		adopted at national level. However the
		political class is responsible of the general lack
		of effective measures and national funding, as
		well as of the poor infrastructures
		development and the lack of funding in
		research and development projects. Hence, a
		modern overall strategy that can link different
		productive sectors based on the concept of
		sustainable development is needed.
2	Lack of funding	The general lack of funding is one of the main
		causes that hinder the first sector strategies
		development.
3	Lack of inter ministerial	The Ministry of Agricultural Development and
	coordination	water management, the ministry of Energy
		and Infrastructures and the ministry of the
		Economic Development lack of a inter
		ministerial cooperation strategy that can
		boost the first sector development.

















### 5. Policy Recommendations favoring the establishment of innovative greenhouses

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The following tables present tailored recommendations favoring the eco-innovative investments including the establishment of innovative greenhouses in Albania. The recommendations were designed taken into consideration the Gap Analysis that was conducted in the previous chapters.

Table 10 – Policy recommendation 1

#### Title **Initiatives & capacity building seminars for farmers Short Description** Supporting through incentives and tax reductions farmers that produce vegetables in heated sustainable greenhouses fueled by clean and renewable energies (such as solar, geothermal, biomass, wind) with a particular attention on farmers that produce high quality organic vegetables that can be sold on international markets at higher prices. The beneficiaries of these incentives must be in this market for at least 5 years in a row otherwise they have to pay back the funds that they have received with an interest rate of 4%. After the third year of production the incentives will turn into productivity and sustainability subsidies for farmers in term of marketing support systems. The government will help farmers to create a label that will allow consumers to recognize the food produced in sustainable greenhouses on local and international markets. At the same time in order to implement this strategy it is important to train farmers. The training must be compulsory for all farmers involved in the project otherwise farmers will be excluded from the financing plan. After the training period farmers must take a final exam to assess their knowledge. Universities and research centers have to implement the farmers' training with the aim to educate to good environmental practices that will be helpful in terms of pollution reduction, increased product quality and farmers' health prevention. At the same time government should boost the domestic consumption of food produced in sustainable way raising awareness educating children in schools and boosting the rural tourism in sustainable farms. **Priority Axis** Boosting Albanian agricultural competitiveness promoting



















	sustainable greenhouses production and farmers'		
	education.		
Specific Objectives	-promote sustainable agriculture and organic food		
	production;		
	-promoting crop production in sustainable greenhouses;		
	-fostering the Albanian agriculture competitiveness at		
	national and international level.		
Implementing	MARDWA, Ministry of Agriculture Rural Development and		
body / authority	water Management		
Beneficiaries	Greenhouses' producers		
Proposed	-support farmers that produce food in sustainable heated		
interventions /	greenhouses;		
measures	-increase the Albanian agriculture competitiveness through		
	marketing support measures;		
	-increase farmers' education through specific training		
	systems;		
	-raising awareness among people and farmers on the		
	importance of the implementation of sustainable practices.		
Links with existing	The policy on sustainable greenhouses can be included in		
(regional/	the Inter Sectoral Rural Development Strategy ISARD		
national/ sectoral)	strategy and implemented through the incentives provided		
policy/framework	in IPARD II measures.		

Table 11 – Policy recommendation 2

Title	Incentives for investors in order to use clean forms of
	energy in agricultural sector
Short Description	Even if the country has adopted the National Action Plan
	for Renewable Energy Resources 2015-2020, poor attention
	has been given to the production of geothermal energy.
	The country has many untapped geothermal resources that
	should be used to produce clean energy. Hence, the
	government should provide incentives to energy producers
	that want to exploit this energy to fuel high environmental
	impact activities such as the crop production in heated
	non-sustainable greenhouses. In the National Plan, in fact,
	the geothermal energy has been recognized such as one of
	the sustainable energy resources that have to be exploited
	to reach the 38% of sustainable energy consumption in



















	2030, however presently the percentage of energy produced with this kind of resource is almost 0%. In the Plan more focus has been given to the implementation of hydroelectric power plant. Therefore, the government should provide a special favorable fiscal system to attract investors on this market that can enhance job creation and contribute to the national clean energy production. Furthermore, the government should provide additional	
	subsidies to energy producers that build sustainable	
	geothermal plants that can substantively reduce the environmental impact in a specific economic sector.	
Priority Axis		
Specific Objectives		
	economic sector.	
Implementing body / authority	National Agency of Natural Resources NANR Ministry of Energy and Industry MEI Ministry of Environment ME	
Beneficiaries	Sustainable energy producer;	
	Geothermal energy producers.	
Proposed	- Special favorable fiscal system for geothermal	
interventions /	energy producers;	
measures	- Additional subsidies to geothermal energy producers that link their activity on the	
	environmental impact reduction of some speci8fic	
	economic sectors.	
Links with existing		
(regional/		
national/ sectoral)	2015-2020	
policy/framework		

Table 12 – Policy recommendation 3

Title	Community-based enterprises implementation
Short Description	One of the problems related to the Albanian agriculture
	competitiveness is the land smallholding. This is a heritage
	of the past communist era and represents one of the issues
	that have to be tackled in order to increase the first sector



















productivity. However, smallholding can be seen as an impediment to attain higher GVA in agriculture or it can be seen as a peculiarity of the Albanian territory that can produce virtuous circles in the overall sector. In fact, according with important international agencies, such as FAO, smallholders represent a resource in terms of environmental and traditions conservation, they prevent the migration floods to the urban areas and they have a positive impact on the biodiversity conservation. Hence, they represent a formidable resource to reduce the environmental impact in agriculture and the climate change. However, because of their poor lobby power on governments they are often excluded from national policies and considered as an issue. In order to tackle this problem the government should implement policies to gather all the smallholders of a specific area in communitybased enterprises. The policy should provide incentives for the creation of these CBEs focusing on the agro-ecological production. The subsidy should work as a productivity incentive for clusters of small-holders that decide to share the costs for plants and equipments, inputs costs, administrative costs, start-up costs and total revenues. Above all, incentives have to be granted to smallholders clusters that adopt the principles of agro-ecology. The government should train farmers in the reduction of chemicals and pesticides usage, in the production of organic compost and in the wise waste disposal. In order to push the CBEs' products in the market the government should implement specific marketing strategies such as the creation of a specific label for CBEs organic products and networking strategies with the aim to put in contact local and international firms interested in purchasing organic products and small farmers.

#### **Priority Axis**

Enhancement of the smallholders' conditions and creation of community-based enterprises.

#### **Specific Objectives**

Tackle the problem of smallholding in agriculture gathering all small farms of a specific area in an agro-ecological producer cluster that can compete with big producers in domestic and international markets.



















Implementing	MARDWA, Ministry of Agriculture Rural Development and	
body / authority	water Management	
Beneficiaries:	smallholders	
Proposed	- Incentives to the creation of stallholders' agro-	
interventions /	ecological producers CBEs;	
measures	<ul> <li>Implementation of market strategies;</li> </ul>	
	<ul> <li>Implementation of networking strategies;</li> </ul>	
	- Training systems.	
Links with existing	ISARD and IPARD II	
(regional/		
national/ sectoral)		
policy/framework		

Table 13 – Policy recommendation 4

Title	Establishment of National Contact Points – Information	
	Centers for farmers	
Short Description	An important issue to be addressed in the Albanian	
	agricultural market is the lack of national contact points or	
	information centers for farmers. As it has been pointed out	
	from the same farmers during consultations, the lack of	
	awareness about the benefits and the opportunities of eco-	
	innovative technologies limits the investments in this field	
	with a negative impact on the technological advancements	
	on the overall agricultural sector. Thus, a policy that can	
	strengthen the link between members of civil society	
	involved in the agricultural sector, such as farmers and	
	small entrepreneurs, public institutions and national	
	agencies is needed, in order to discuss and implement	
	policies to the benefit of all interested parties. Hence, the	
	creation of National Contact Points can address not only	
	the general lack of awareness about the eco-innovation but	
	also the lack of knowledge transfer in order to make use of	
	new technologies to reduce costs of constructing,	
	operating and maintaining greenhouses. In fact the	
	generally family-run enterprises that operate in the	
	Albanian agricultural market need to be supported by	
	development agencies in order to receive reliable and	
	useful information regarding the possibility of developing	



















	greenhouses and receive incentives in order to cut the start	
	up costs of building new modern plants. Hence,	
	Information Centers shall help farmers in the identification	
	and provision of financial support from different projects	
	and opportunities.	
Priority Axis	Create national information points that can help farmers to	
	recognize the benefits of eco-innovation in agriculture and	
	access to financial schemes created ad hoc for them.	
Specific Objectives	Raise awareness among farmers about the benefits of eco-	
	innovative technologies and inform them about	
	transferability and operation issues as well as funding	
	opportunities through national/regional and EU financial	
	schemes.	
Implementing	MARDWA, Ministry of Agriculture Rural Development and	
body / authority	water Management, National Development agencies	
Beneficiaries:	Farmers, SMEs and smallholders that operate in the	
	agricultural sector	
Proposed	- Creation of National Information Points;	
interventions /	- increase the awareness about eco-innovative	
measures	technologies;	
	- boost the linkage between the National	
	Government, farmers and national development	
	agencies.	
Links with existing	3	
(regional/	,	
national/ sectoral)	$\boldsymbol{v}$	
policy/framework		













