

Smart Agriculture Albania 2020 - Danish Albanian Agriculture Days

www.urbandanish.solutions/agriculturealbania2020

Programme frame • Albania • 2-3 November 2020 • Agricultural know-how

INTRODUCTION

The year 2020 marks a special year for Albania and its 2.9 million citizens, as the European Council decided to open accession negotiations with Albania in March 2020 (July 2020 - presentation of draft negotiating framework). The EU is Albania's biggest trading partner and 27% of the EU support to Albania has been allocated to competitiveness, innovation, agriculture and rural development. The EU supports Albania's goals in working towards a cleaner environment and safer food. The EU is also the largest provider of financial assistance to Albania (EUR 1.25 billion in the EU pre-accession funds 2007-2020). In the field of agriculture, the currently running IPARD II programme gives Albanian farmers access to a total of EUR 94 million, out of which EUR 71 million has been granted by the European Union and EUR 23 million complemented by the Albanian government. More details about the Albanian IPARD II programme could be found on the [official Albanian IPARD website](#).

WHY SHOULD YOU GO TO ALBANIA NOW?

In the end of October 2019, the Albanian State Agency for Agricultural and Rural Development launched the second call of the IPARD-II programme. During the second call, EUR 57.68 million was distributed to the applicants, out of which EUR 43.26 million were EU funded and EUR 14.42 million was the contribution from the Albanian state budget. Albanian farmers and agriculture companies are now planning investments for improving agriculture production in order to raise their competitiveness and benefit from the final round of the running IPARD II programme. The final round is expected to be launched in the last quarter of 2020, giving you an opportunity for business with Albanian companies that will take part in that round.

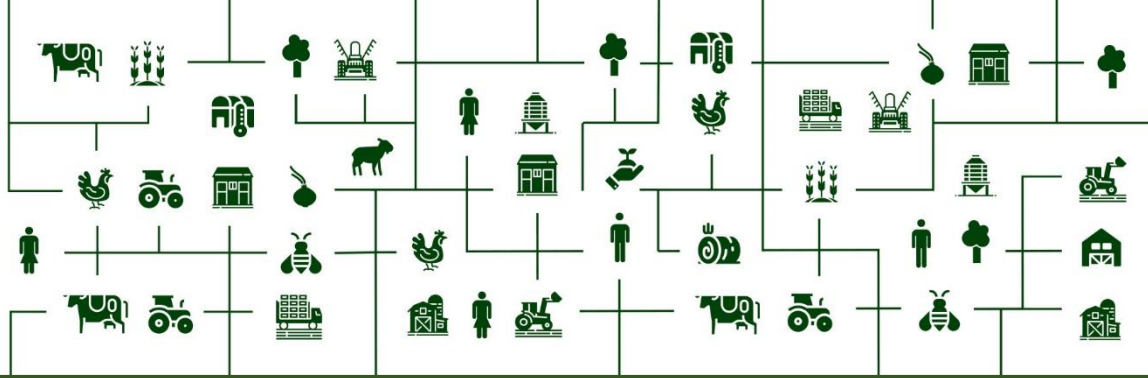
WHAT WILL A PROGRAMME LOOK LIKE?

The program will consist of practical information for the interested applicants (Albanian farmers/agricultural companies) presented by the Agency for Agricultural and Rural Development of Albania, followed by the presentation of Danish agricultural companies. The programme will be organised in three cities across Albania (Tirana, Korçë, Fier). After the presentations there will be Q&A and B2B meetings. For more information, please see the attached programme or visit <https://www.urbandanish.solutions/agriculturealbania2020/en/program/>.

WHO WILL YOU MEET FOR B2B AND WHY?

You will meet Albanian farmers/agricultural companies that will be interested in hearing whether your products and services could fit in their plans to modernise their agricultural farms and companies. Business opportunity will revolve around the final round of the IPARD II programme, but that of course does not limit the companies to do business with you outside of the framework of the IPARD II programme. Albanian farmers/agricultural companies will be invited by the Embassy of Denmark - The Trade Council of Denmark for Albania and the Danish Agriculture and Food Council.





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WHICH INVESTMENT PLANS DO ALBANIAN COMPANIES AND GOVERNMENT HAVE?

The financing range of the IPARD II programme is from EUR 10,000 up to EUR 2 million. It is important that Danish companies present their products and services under one of the following IPARD II measures (eligible for 50-70% funding):

- Measure 1: "Investments in physical assets of agricultural holdings" with a particular focus on the following sectors: milk, meat, fruit, vegetables, vineyards. Other sectors subject to assessment. Investment range: from min. EUR 10,000 to maximum EUR 500,000. The program covers 60-70% of the investment.
- Measure 3: "Investments in physical assets concerning processing and marketing of agricultural and fishery products" with a particular focus on the following sectors: milk and milk processing, meat processing, processing of fruits, vegetables, wine. Other sectors subject to assessment prior to applying. Investment range: from min. EUR 25,000 to maximum EUR 2 million. The program covers 50% of the investment.
- Measure 7: "Farm diversification and business development" with a particular focus on following sectors: 1a) production of medicinal herbs, mushrooms, honey, ornamental plants and snails, 1b) Processing and marketing of wild and cultivated medicinal and aromatic herbs, fungi and honey, 1c) processing at farm level and trading of agricultural products, 2) Aquaculture, 3) Nature and Rural Tourism, 4) Services for population and rural businesses, 5) Handicrafts industry and production facilities, 6) production and use of renewable energy. Other sectors subject to assessment. Investment range: from min. EUR 10,000 to maximum EUR 400,000. The program covers 50% of the investment.

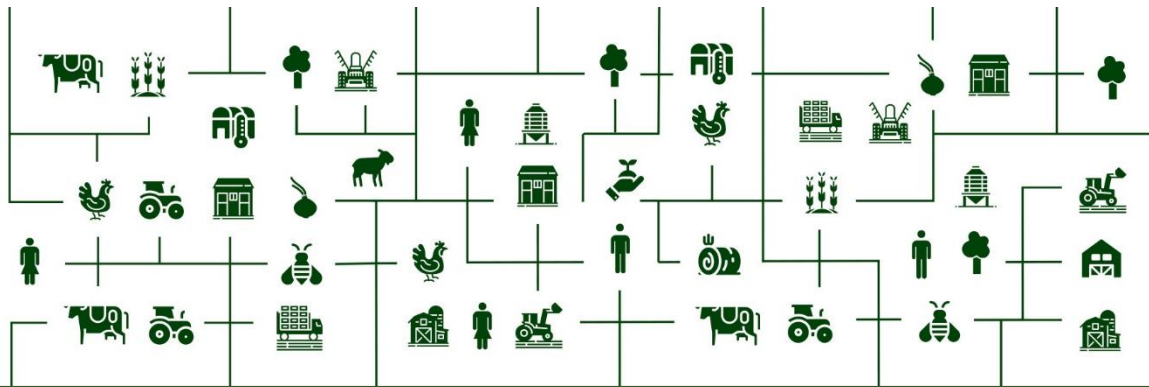




Agriculture & Food



EMBASSY OF DENMARK



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MONDAY, 2 NOVEMBER 2020 - CENTRAL ALBANIA: TIRANA

8.00 - 8.15 Welcome speeches

Albanian State Agency for Agriculture and Rural Development

Danish Agriculture and Food Council

8.15 - 8.45 Introduction - IPARD II grants program to assist Albanian agriculture

Overview of the current situation and future program outlook in Albania by the Albanian State Agency for Agriculture and Rural Development

8.45 - 10.30 Smart agriculture in Denmark – efficient, green and sustainable

Presentation of Danish agricultural know-how, new technologies, and solutions for IPARD II program by Danish agricultural companies

10.30 - 11.30 Coffee break / networking / discussion

11.30 Departure to Fier

MONDAY, 2 NOVEMBER 2020 - SOUTH WESTERN ALBANIA: FIER

14.00 - 14.15 Welcome speeches

Albanian State Agency for Agriculture and Rural Development
Danish Agriculture and Food Council

14.15 - 14.45 Introduction - IPARD II grants program to assist Albanian agriculture

Overview of the current situation and future program outlook in Albania by the Albanian State Agency for Agriculture and Rural Development

14.45 - 16.30 Smart agriculture in Denmark - efficient, green and sustainable

Presentation of Danish agricultural know-how, new technologies, and solutions for IPARD II program by Danish agricultural companies

16.30 - 17.30 Coffee break / networking / discussion

17.30 Departure to Korçë

TUESDAY, 3 NOVEMBER 2020 - SOUTH EASTERN ALBANIA: KORÇË

8.00 - 8.15 Welcome speeches

Albanian State Agency for Agriculture and Rural Development

Danish agricultural delegation head guest

8.15 - 8.45 Introduction - IPARD II grants program to assist Albanian agriculture

Overview of the current situation and future program outlook in Albania by the Albanian State Agency for Agriculture and Rural Development

8.45 - 10.30 Smart agriculture in Denmark - efficient, green and sustainable

Presentation of Danish agricultural know-how, new technologies, and solutions for IPARD II program by Danish agricultural companies

10.30 - 11.30 Coffee break / networking / discussion

11.30 Departure to Tirana Airport

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IPARD II is the agriculture segment of the instrument for the Pre- Accession Assistance IPA II 2014-2020, which is assisting the EU candidate countries regarding implementation of the European legislation concerning Common Agricultural Policy and contributing to the sustainable adaptation of the agricultural sector and rural areas. Albanian farmers will have access to a total of EUR 94 million out of which EUR 71 million is granted by the EU and EUR 23 million is complemented by the Albanian government. Albanian farmers and other businessmen who would like to diversify their business orientation towards agriculture, are planning huge investments for improving agriculture production and are looking for the best technology in order to meet the EU standards. The financing range is from EUR 10,000 up to EUR 2 million. The European Commission has entrusted the Albanian authorities, naming the Agency for Agricultural and Rural Development of Albania, with budget implementation tasks for the following three measures:

Measure 1: Investments in physical assets of agricultural holdings with a particular focus on the following sectors: milk, meat, fruit, vegetables, vineyards. Other sectors subject to assessment. Investment range: from min. EUR 10,000 to maximum EUR 500,000. The program covers 60-70% of the investment.

Measure 3: Investments in processing and marketing of agricultural products with a particular focus on the following sectors: milk and milk processing, meat processing, processing of fruits, vegetables, wine. Other sectors are subject to assessment prior to applying. Investment range: from min. EUR 25,000 to maximum EUR 2 million. The program covers 50% of the investment.

Measure 7: Farm diversification and business development with a particular focus on following sectors: 1a) production of medicinal herbs, mushrooms, honey, ornamental plants and snails, 1b) Processing and marketing of wild and cultivated medicinal and aromatic herbs, fungi and honey, 1c) processing at farm level and trading of agricultural products, 2) Aquaculture, 3) Nature and Rural Tourism, 4) Services for the population and rural businesses, 5) Handicrafts industry and production facilities, 6) production and use of renewable energy. Other sectors subject to

assessment. Investment range: from min. EUR 10,000 to maximum EUR 400,000. The program covers 50% of the investment.

In the end of October 2019, the Agency for Agricultural and Rural Development launched the second call of IPARD-II Program. During the second call, applications were received based on the principle "first-come, first-served". The closing date was 15 Jan 2020. During the second call EUR 57.68 million was distributed to the applicants, out of which EUR 43.26 million were EU funded and EUR 14.42 million was contribution of the Albanian state budget.

The next call is expected to be launched in the last quarter of 2020.

PRICE

The total price for participation in the participation in Smart Agriculture Albania 2020 is 5.960 DKK excl. flight, hotel and VAT per company for 2 representatives Extra representative 1.500 DKK per person.

HOTEL AND TRAVEL INFORMATION

Flights and hotel are not included in the price. Upon registration, you will receive a travel suggestion.

HOW TO REGISTER

Please submit attached registration form by e-mail to Michael Stahlschmidt, mis@lf.dk

No later than 22 September 2020

CONTACT



Danish Agriculture & Food Council
Michael Stahlschmidt
mis@lf.dk, +45 3339 4236



Embassy of Denmark
Croatia/Slovenia/Albania/Kosovo
Zarko Masanovic
zarmas@um.dk, +385 1 492-4550

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BINDING REGISTRATION

We hereby register for participation in the event as described in the invitation:

The total price for participation in Smart Agriculture Albania 2020 is 5.960 DKK excl. flight, hotel and VAT per company for 2 representatives.

Extra company representative 1.500 DKK per person (please state No. of extra representatives).

NOTE: The price is based on 5 participating companies and an expected 75% subsidy from the Trade Council of Denmark. You also have to fill in a "Virksomhedsskema". The subsidy from the Trade Council of Denmark is only given to Danish companies with a Danish CVR number, residing in Denmark, not their subsidiary companies abroad, so these forms must be filled-in and signed by the Danish company in charge of the activity (local company address is not valid). On the registration form you can if relevant add the contact information of the local participating company. Invoice will always be issued in DKK to the Danish company address.

We reserve the right to offer you participation at a different price should any of the above criteria's change. Should this result in a higher price than quoted, you have the right to cancel your participation. Other expenses not mentioned above are at own expense including visa, flights, dine & drink and hotel.

Company _____

Address _____

Postal Code _____ City _____

Danish CVR number _____

Contact person _____

Participating person _____

Title _____

Mobile & e-mail _____

Date, signature
& company stamp _____

Please return this completed **registration form** to the Danish Agriculture & Food Council to Michael Stahlschmidt, mis@lf.dk

No later than Wednesday 22 September 2020

Registration is made in accordance with DAFC's terms of participation (attached)

1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DAFC is comprised of:

- 1) a binding registration form filled in and signed by a duly authorised representative of the company, and
- 2) these present general conditions for participation.

2. Conditions for participation

The extent and conditions of participation, as well as the services to be provided by DAFC, are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DAFC is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DAFC.

DAFC's handling of services is conditional on not being delayed or prevented by *force majeure*, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DAFC. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

3. Financial conditions

By returning the binding registration form, the company commits itself to pay the cost indicated for participating in the export promotion event. DAFC's cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DAFC reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DAFC reserves the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

4. Invoicing

Unless otherwise agreed, invoices will be issued as follows:

- 1) 100% on account with binding registration,
- 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included.

If DAFC's terms of payment are not met, DAFC reserves the right to consider the agreement repudiated under section 6. If the invoices issued are not paid by the deadlines set, DAFC is entitled to add interest to the amounts due at the prevailing rate for overdraft facilities as of the expiration of the deadline for payment.

5. Co-financing

In the event that co-financing can be expected via general export promotion funds, the representation material sent will indicate that co-financing will be applied for by DAFC. Participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DAFC. Thus, DAFC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted. If a company, for any reason, cancels its participation, the company must pay the full participation fee, including any subsidy, if the subsidizing partner decides to withdraw its subsidy to the company's participation as a consequence of the company's cancellation.

7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their necessary insurance for their employees and goods, exhibition and information materials, covering damage incurred in transit or while the event is being held.

8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this Agreement, such dispute or controversy shall be settled by arbitration.