

Group D Presentation

Successful Sector Cases

Sector Cases

- Croatia: Wine
- Serbia: Fruit
- Kosovo: Non-timber products

Important factors contributing to success in the cases (1)

- Clear planning strategy, a strategic framework for the development of the sector
- Based on a previous solid assessment of needs
- Availability of data and information
- Mixed approach: combination of financial and technical support and know-how transfer
- Focused assistance (e.g. on export promotion, building up of competitive companies or)

Important factors contributing to success in the cases

- Cooperation of the actors, networking
- Coordination of donor support
- Competitiveness in terms of standards, know-how, equipment and staff
- Available accredited laboratories
- Application of quality standards as close to the EU requirements as possible (HACCP, Global GAP, etc.)
- A vertical, participatory approach at all levels
- Capacity building, capacity development

Important factors contributing to success in the cases

- Producer organizations would be needed but producers only associate if they see a financial advantage or get access to information which is vital for them
- Training on how to build effective associations could be a possibility
- As the process is very much market driven, it requires:
 - Strengthening of the private sector,
 - Need for market information,
 - Building up of business development services and consultancy

Conclusions from the presentations and the discussion:

- The responsibility for the process of regional cooperation should be transferred to the Standing Working Group (SWG).
- The SWG should become the platform for the exchange of experiences, best practices and information which is needed for the regional cooperation.
- Organization of study tours to institutions with a high performance, relevant trade fairs, etc.
- Cooperation of laboratories and institutions wherever possible and feasible
- Rethink the role and quality of extension services
- services

How to foster the integration process into the EU?

- For the integration process into the EU the following
- Application of quality and safety standards of the EU as far as possible
- The SWG should address the issue of producer associations and see what can be done to promote them and to identify the training needs for this process
- The SWG should coordinate networking and collaboration between relevant institutions in the different countries where it is possible and makes sense.