



**CAPACITY BUILDING WORKSHOP
"DEVELOPMENT OF VALUE CHAIN IN THE AGRIBUSINESS SECTOR"**

Date: 14-16.05.2018

Location: Oteshevo, Macedonia

Organized from: Regional Rural Development Standing Working Group

For: Stakeholders from "Prespa" cross-border region

PROPOSED AGENDA

Monday 14.05.2018	
12:00 – 13:00	Arrival of participants, accommodation and lunch break
13:00 – 13:30	Short presentation of participants. Goals and expectations from the workshop
13:30 – 14:15	Presentation: Basics of Value Chain in the Agribusiness Sector. Concept, efficiency, participants, challenges, strategy, monitoring
14:15 – 14:45	Coffee break
14:45 – 15:45	Presentation of practical examples on effective value chains of agribusiness in the region <ul style="list-style-type: none"> - To grow more corn - Production of industrial tomatoes - Studying alternative business opportunities for apple processing in the Prespa region
15:45 – 16:30	Presentation of practical examples on effective value chains for agri-business in EU <ul style="list-style-type: none"> -Examples from EU

16:30 – 17:00	Questions and discussion
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Tuesday 15.05.2018	
08:45 – 09:00	Warm up exercises
09:00 – 09:45	Presentation of SWOT analysis Comparative analysis and practical examples from the cross-border region and the EU
10:30 – 11:00	Coffee break
11:00 – 11:45	Presentation: Basics of project cycle management and donor procedures
11:45 – 12:30	Working groups: Tree of problems. Tree of goals. Preparation of a matrix in a logical framework
12:30 – 13:30	Lunch break
13:30 – 14:30	Presentation: Opportunities for financing activities for establishment / promotion of the value chain in the agribusiness sector
14: 30 – 15:00	Examples of funded projects for value chain development in the agribusiness sector
15:00 – 15:30	Coffee break
15:30 – 16:15	Working groups: Overcoming the weaknesses in the value chain
16:15– 16:45	Presentation of working groups
16:45 – 17:00	Questions and discussions

Wednesday 16.05.2018	
09:00 – 09:15	Summary from the previous two days
09:15 – 10:15	Working groups: Creation of value chain in Prespa cross-border region
10:15 – 10:30	Coffee break
10:30 – 13:30	Defining potentials and stakeholders in the value chain in the cross-border region (Part 1)
13:30 – 14:30	Lunch break
14:30 – 15:30	Defining potentials and stakeholders in the value chain in the cross-border region (Part 2)
15:30 – 16:00	Evaluation and closure of the workshop