



"IPARD Programme 2007-2013"

Ex-post Evaluation of the
IPARD Programme 2007-2013
of the Republic of North Macedonia

FINAL REPORT



This project is funded by
the European Commission



Evaluation is performed by
Project Planning & Management Ltd

EX-POST EVALUATION OF IPARD PROGRAMME 2007- 2013
REPUBLIC OF NORTH MACEDONIA

Contract No. IPARDMA/03/2018

FINAL REPORT

/ Version 2/

Date: 22/06/2020

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LIST OF ABBREVIATIONS

AA	Audit Authority
AFSARD	Agency for Financial Support for Agriculture and Rural Development
AIS	Agricultural Information System
Art.	Article
BP	Business Plan
CAP	Common Agricultural Policy
DG Agri	Directorate General for Agriculture and Rural Development
DCA	Development Credit Authority
EAFRD	European Agricultural Fund for Rural Development
EC	European Commission
ET	Evaluation Team
EU	European Union
EUD	European Union Delegation
FADN	Farm Accountancy Data Network
FR	Farm Register
FTE	Full Time Equivalent
FVA	Food and Veterinary Agency
GDP	Gross Domestic Product
GFCF	Gross Fixed Capital Formation
GVA	Gross Value Added
Ha	Hectares
IPA	Instrument for Pre-Accession Assistance
IPARD	Instrument for Pre-Accession Assistance Rural Development
LEADER	Liaison entre actions de développement de l'économie rurale
M 101	Investments in agriculture holdings
M 103	Investments in processing and marketing
M 302	Rural diversification
M 501	Technical Assistance
MA	Managing Authority
MAFWE	Ministry of Agriculture Forestry and Water Economy
MC	Monitoring Committee
MIPD	Multi-Annual Indicative Planning Document
MoF	Ministry of Finance
MoESP	Ministry of Environment and Spatial Planning
NAO	National Authorization Officer
NBRM	National Bank of the Republic of Macedonia (Central Bank)
NEA	National Extension Agency
NGO	Non-Governmental Organisations
No.	Number
NVA	Net Value Added
PA	Paying Agency (IPARD Agency)

PRO	Public Revenue Office
RNM	Republic of North Macedonia
SA	Sectoral Agreement
SAI	State Agriculture Inspectorate
SIDA	Swedish International Development Agency
SSO	State Statistical Office
ToR	Terms of Reference
TPE	Total Public Expenditure
TPP	Technical Project Proposal
UAA	Utilized Agricultural Area

1. EXECUTIVE SUMMARY

IPARD Programme 2007-2013 was an additional source of funds for rural development working alongside State Aid programmes under the management of MAFWE and for the implementing body; the Agency for Financial Support for Agriculture and Rural Development (Paying Agency). The final total available budget from IPARD Programme for 2007–2013 was EUR 37.5 million in total eligible investments (of which EUR 16.2 million was from the European funds). The initial financial plan had a total of eligible investments of 152.5 million EUR.

The IPARD programme focused on three measures:

- (i) M101, investments for restructuring and modernisation of agricultural holdings;
- (ii) M103, investments for restructuring and modernisation of the processing and marketing of agriculture and fishery products; and
- (iii) M302, diversification and development of rural economic activities.

In the implementation of IPARD Programme 2007-2013, the major point of note is the low level of absorption.

Measure M101 was the most used. There were 2532 submitted applications from a total of 3086 applications for all measures of which 1032 were paid.

Measure M103 met its target for number of applications received with 192 but fell short of the target of 170 applications approved and funded. The measure targets were 170 approved and paid. The results were 65 approved and 41 paid.

Measure M302 received 362 applications of which only 38 were approved and only 18 were paid.

A fourth **measure M501**, Technical Assistance was accredited within the implementation period, however it was reported not to have disbursed any funding.

The disbursement of funding under the programme was very narrow, within a small geographical area, in which the fruit sector was the major beneficiary, for both primary and secondary production. The major subject of investments was in the purchase of tractors and similar field machinery and equipment. This was attributed to the enabling environment in this region being in close proximity to the main offices of the NEA, with availability of technical support for applying and farmers with a better financial situation with the ability to co-fund their investment proposals.

In examination of the low level of absorption of funds, the ex-post evaluation repeats the findings of the On-going evaluation (which for evaluation purposes was after the 8th Call and had a cut-off date of 28 October 2014) that there were and continued to be issues with the efficiency and effectiveness in the implementation of the programme affecting the use of funds, these included problems in the receipt and processing of applications as well as a narrow geographical coverage, and a limited number of types of actions funded. This also had an effect on the impact of the programme on the development/readjustment of the sector.

The procedure for applying for IPARD 2007-2013 funding is evaluated as highly costly and time-consuming for applicants and beneficiaries. To obtain the extensive documentation (estimated at 81.7 pages on average), an internal study discussed with the Payment Agency is that each application under M101 was reported to cost a farmer the equivalent of an amount of circa 200 Euros. The main cost is related to the time and resources required to obtain certificates, mandatory documents and the three-bid offers required from suppliers. In some

cases, the suppliers are in third countries and translation of offers was required. There were also finance costs for the beneficiaries as a result of the often-lengthy reimbursement of investment costs.¹

Access to finance was a problem highlighted in previous evaluation reports and continues to be reported by the beneficiaries interviewed in this evaluation. This was brought to the attention of the MA and PA and it is understood that this has been addressed for the second programme² but still requires more attention and better solutions are found. Communication between the applicants and the banks is reported still to have scope for improvement. A long-standing problem is reported to be the unwillingness of Banks to accept Agricultural Assets as collateral to secure short term credit.³

A key objective of the programme was to adjust the sector to the standards and requirements expected of a candidate country in an EU accession process. The country has had very little impact on achieving this objective under IPARD programme 2007-2013, although all beneficiaries contribute to modernization and improvement of production, which is an eligibility criteria. There is little evidence, presented in monitoring data, that under the three implemented measures that there is increased compliance with EU standards. However, case studies document that beneficiaries under measure 101 and measure 302 typically are meeting standards after the investments for the project and also for the enterprise, while the case studies for measure 103 tell that the beneficiaries are fulfilling the standards already before the investment is taking place.

For the eligible applicants there is still an ongoing need to continue and expand the processes of adjustment, for the various sectors, to be in compliance with the EU Acquis. There is limited ability, reported by the Paying Agency, to assess or spot check that higher standards (animal welfare or production), as a result of project funding, as having been achieved at farm level.

IPARD Programme 2007-2013 is often referred to as a learning process by the main stakeholders interviewed⁴. This learning process led to 8 modifications of the original programme that was approved in 2008. Most of the modifications have been made to adjust and facilitate the procedures, or to budget and adjustment of specific indicators for the individual measures. The indicative total budget envisaged at in the first versions of the IPARD Programme 2007-2013 programme was significantly reduced by the end of the programme and the 8th Modification.

The Ex-post evaluation assessed the Coherence, Relevance and Efficiency of the programme. It has been the case from the beginning that the IPARD Programme 2007-2013 was consistent with national policies and priorities. The needs of the agricultural and food industries require substantial funds to be invested in the sector to achieve the future goals of an EU accession. The priorities of the sector have been clearly defined in the National Agriculture and Rural Development Strategy and also the programming documentation for IPARD. There was seen to be consistency in the Policy of the Republic of North Macedonia in these strategy documents. All documents regarding strategy and programming recognise a need, in the event of an accession process, to have adjustments in the agricultural and food sectors. The IPARD programme was designed to be very comprehensive and this can be observed under the specific priorities of the measures and sub-measures of those implemented. **For measure 101 many of these priority areas were not reflected in**

¹Reported in Survey data by beneficiaries of Measure 101, 103 and 302. See Annex 3.

²Reported in discussions with the Managing Authority

³MAFWE in cooperation with USAID in July 2015 established a guarantee fund worth up to 20 million US dollars. The Guarantee Fund is realized through 3 commercial banks and 2 saving houses. The Guarantee Fund operates on the 50-50. Of 28 loans, 17 loans were for IPARD supported investments with the total value of 66.515.402 MKD between 2015 and 2018 under IPARD II. The impact of this programme is assessed as low.

⁴This was the language used by both NEA and the NFF in interviews and also used by the MA and PA.

farmer applications. The main “want” of farmers is apparently tractors whereas the “need”, identified in programming documents for the sector, is a broader, wider range of activities.

The main programme of European Union assistance to the agriculture and rural development sector of the Republic of North Macedonia is provided under the Instrument for Pre-accession Assistance in Rural Development (IPARD), which is Component V of the Instrument for Pre-accession Assistance (IPA) to the country for the period 2007-2013.

It is a grant scheme targeted to achieving the three priorities:

- Axis1 - improving market efficiency and implementation of Community standards;
- Axis2- preparatory actions for implementation of the agro-environmental measures and local rural development strategies;
- Axis 3 - development of the rural economy.

At this early stage of sector transition the programme had provided opportunity for investments in measures, on farm, expected to contribute to greater compliance with EC standards related to food safety, animal welfare, environmental protection or for Good Agricultural Practices. It is an opinion of the Evaluation team and reflected in discussions with institutional stakeholders that the general nature of the programme could have been more focused and designed to meet their needs rather than the wants of the farming community.

The low absorption of funds⁵ limits the impact of the programme but it to be reiterated from the on-going evaluation that I IPARD 2007-2013 is relevant for the successful beneficiaries. This is the case if they are an individual applicant under measure 101 or an enterprise under measures 103 or 302. For these beneficiaries it has been seen to help them achieve strategic goals and in certain cases increased their quality standards and their competitiveness. The Survey conducted during the Ex-Post evaluation largely mirrors the findings of the On-going Evaluation in that most applicants (80–90 %) consider their investment successful in terms of meeting their initial objectives. Progress continues to be observed in their awareness of the need for the programme and the overall and specific objectives of the support measures approved.

⁵ The maximum EU contribution in the eighth modification of the Programme was significantly reduced due to the poor performance in the implementation and the loss of funds from the allocations in the past years. According to the eight modification of the Programme, financial absorption of both axis is 76%, compared to 21% in the indicative budgets of the fifth modification.

Table 1 Summary of findings: Effectiveness - Efficiency - Impact

E F F E C T I V E	RESULT	SUMMARY
	<p><u>POOR</u> FOR ORIGINAL FINANCIAL PLAN</p> <p>AND</p> <p><u>ACCETABLE</u> FOR AMENDED FINANCIAL PLAN</p>	<ul style="list-style-type: none"> • In particular, increased competitiveness at national level is horizontally (in terms of territorial impact) limited, by the scattering of individual projects that -with the only exception of Resen municipality – and are not creating improvements in integrating local typical production systems through supply chains • The investments at an individual, small farm level were of small scale and do not provide for the scope foreseen in the strategy described in the programming document. Many are not regarded as sustainable with interventions for small scale agricultural enterprises, that provide little more than basic improvements in income for their associated households. There are few residual funds reported for amortising assets and their replacement. The result is only a consolidation with limited strengthening of capacity at the individual level. • The failure of vertical integration between production and processing between M101 and M103 projects was first reported at the on-going evaluation stage and continued to be a feature through the programme implementation period. The only suggested evidence of vertical integration was reported in the Municipality of Resen within the fruit sector projects and this is attributed to the scattered nature of projects across most of the Country and a low awareness of the opportunities that the programme presented to create synergies. • Despite an acceptable level of applications under M302 (362 applications - 158% of target) the measure eventually only funded 18 beneficiaries. The M302 measure had a slow start with only 13 projects having been approved by 2014 and nine of those were subsequently cancelled. In total from the 362 applications only 38 were approved and there were finally reported that 18 beneficiaries⁶ received funding by the cut-off date of the programme. This is assessed as a very poor result as this measure had, through the exploitation of off-farm activities, potential for development of rural areas. • Measure 101 was the most effective of the three measures implemented under IPARD 2007-2013. The number of applications received was close to the target set at the outset of the Programme in 2008 (93.7%). In total 2538 applications were received, of which 58.6 % were approved for funding. This was below programme targets and the number of final beneficiaries was lower 1032 (47.3 of target). The final volume of investment was 47.6% of the target, however this target was considerably reduced over the period of

⁶FINAL REPORT ON THE IMPLEMENTATION OF THE IPARD PROGRAMME 2007/2013 for the period 1 JANUARY 2007 to 31 DECEMBER 2017 (In compliance with Art. 68 of the Sectoral Agreement) reported 14 beneficiaries which differs from the 11 reported by the PA/MA in 2019.

E F F E C T I V E	<p><u>POOR</u> FOR ORIGINAL FINANCIAL PLAN</p> <p>AND</p> <p><u>ACCETABLE</u> FOR AMENDED FINANCIAL PLAN</p>	<p>implementation, though 8 modifications of the programme. This is not assessed by the ex-post evaluation team as a successful result for the programmes' managers in the PA and the MA.</p> <ul style="list-style-type: none"> • At farm level, the situation is different. Successful applicants interviewed in the on-going evaluation and the sample interviewed now in the ex-post evaluation surveys continue to report that they were satisfied with the support received under IPARD Programme. The investments met the expectations of 81% in the on-going evaluation and was reported at 97% in those surveyed in the ex-post evaluation survey terms of increases in quality, production, sales, turnover and productivity. • In the on-going and repeated in the ex-post evaluation farmers reported what they thought was an increase in competitiveness, however this was a largely subjective response that few could qualify when challenged. They attributed this to a technical improvement in their equipment and for 587 of the 1032 beneficiaries of the measure this was a prime mover (tractor) often replacing old with new. For a relatively small group the investment could be clearly linked to an opportunity for increased quality of their production. • The technical effectiveness can be calculated both for the original financial plan and for the amended financial plan. The quantified target for the amended financial plan is revised by the evaluation team based on the planned average unit costs per investment. The quantified targets of beneficiaries are thus proportional lower than the original targets. The technical effectiveness for the programme if related to the original financial plan is 44% • The financial effectiveness is calculated in the same way. The original planned budget in relation to the factual expenditures. A total of 152,541,417 EUR was budgeted as total eligible investments. The factual implemented eligible investments were 32,231,632 EUR in total. The financial effectiveness is then calculated as 21.1% • The ratio of financial effectiveness to technical effectiveness is thus 0.48 meaning that the average investment costs per project was almost half the costs as expected in the budget. • The technical effectiveness for the programme if related to the amended financial plan and the revised number of expected beneficiaries is then $1091/588 * 100 = 186\%$. • The financial effectiveness for the amended budget in relation to the factual expenditures is calculated as well. A total of 37,534,061 EUR was budgeted as total eligible investments. The factual implemented eligible investments were 32,231,632 EUR in total. The financial effectiveness is then calculated as 85.9%. • The conclusion regarding the effectiveness of the IPARD programme 2007 – 2013 is that it was high when calculated for the amended financial plan, but very low when compared to the original financial plan.
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MODEST

- The technical efficiency can be summarized as follows:
GVA: Additional 10 EUR in GVA is generated for 1 EUR in total investments.
NVA: Additional 7.5 EUR in NVA is generated for 1 EUR in total investments. 1700 jobs are generated for the investment costs of 18,871 EUR per FTE job generated. Labour productivity growth (GVA/FTE) for measure 101 is 10%
- It was reported that during the period of IPARD 2007-2013 that it was planned and budgeted to have 120 employees at the Paying Agency and 20 at the Managing Authority employed for the Programme implementation. This was expected to increase in subsequent programmes. The planned staff numbers of the PA and MA were not achieved during the implementation period and are reported still not to be at their planned levels under IPARD 2007-2013.
- As commonly reiterated IPARD 2007-2013 is by nature a learning process to build the capacity of institutions in a pre-accession period. It is to be expected that during the early stages the timelines for project appraisal, approval, control, contracting and payment would be longer than for an operational trained and efficient payment agency. There were also procedural issues in the original implementation rules and as a result over the period of implementation eight modifications to the programme were made. The efficiency of the programme was hindered by the need of applicants to provide a large amount of documentation which then has to be verified by Agency staff. There are stark differences between the level of documents required under a National Programme and the IPARD programme. This is reported by farmers as a reason they avoid the IPARD programme despite there being few overlaps between the two funding opportunities. The comprehensive documentation requirements led to the majority of rejections of applications. Most commonly applicants did not submit their original application or the response within a prescribed time period to present updated or missing documentation. The poor Public institutional infrastructure required to support an IPARD application was often to blame rather than the individual applicant or enterprise. It was not the case, for example, that all agricultural holdings were included on a national register and there were also cadastral issues to be addressed. Many Municipalities were unable to produce Urban and or Spatial planning documents. It is also reported in some Municipalities that key staff appointments were vacant. This is a constant challenge for the Municipalities, and it was observed and reported in Resen Municipality that this is a continual problem carried through to new programmes.
- In addition, human resources from National Extension Agency (NEA), the Audit Agency, and the Food and Veterinary Agency were reported to have difficulties in responding to and providing support during IPARD 2007-2013 Programme implementation.
- The NEA which had a considerable role in assisting applicants under

		<p>Measure 101 had, and continues to have, limited ability to provide a uniform and total geographical coverage. The NEA also had limited staff resources for preparation of applications. This is not only in their time resource capacity, but also in their knowledge base. Recruitment of advisors and extension officer was and still remains an issue in the NEA. The other issue is that the NEA is diverted, when producing applications under IPARD, from its primary role of technical agricultural extension and advisory.</p>
I M P A C T	<p><u>GOOD</u> AT PROJECT LEVEL</p> <p>AND</p> <p><u>ACCETABLE</u> AT SECTOR LEVEL</p>	<ul style="list-style-type: none"> • <i>GVA</i>: The programme has generated additional GVA in the scale around 313 million EUR in the programme period or around 45 million EUR per year in the period in average. During the implementation period 2009 – 2015 the average GVA in the agricultural sector (not including the processing industry, for which there is no data available from SSO) was 775 million EUR. The contribution from the programme to the aggregate sector GVA is then 6%. The average value of GFCF in the implementation period was 46.7 million EUR, while the average total investments under the programme was 4.6 million EUR. The contribution to GFCF was in average 10% per year from the IPARD programme. • <i>NVA</i>: The programme has also contributed to additional NVA in the scale of 240 million EUR. • <i>Jobs</i>: Regarding job generation, more than 1,700 jobs were generated during the programme implementation. By the end of the programme implementation 183,000 FTE were employed in agriculture. Even though it was not an objective of the programme as such, and even though they do not represent a big share of the jobs in the sector, the new jobs are important for the rural areas in order to ensure growth and reduce migration to urban areas and abroad. • <i>Deadweight</i>: The downside of the positive effects of the programme is the estimated deadweight load, which is indicating how big a share of the total eligible investments that would have been made also without public support from the IPARD programme. In average across the 3 measures 60.3 % of the investment support is deadweight. The total public support under IPARD programme 2007 – 2013 was 20.8 million EUR. Of this support, 12.5 million EUR is deadweight. The biggest contributor is measure 103 with 87% and the meat and milk priority sectors as the hardest hit. Measure 101 has 61% and measure 302 only 7%. • The low levels of absorption of the financial support available from the outset is a main reason why the impact is low. The eight modifications, which were introduced over time (changes are tracked in a later section of the document), addressing eligibility criteria and documentation requirements, were designed to increase disbursement. The effect was seen to be a small incremental increase in the number of applications in the processing sector (M103), and a more significant increment of applications in the small-scale, subsistence level primary sector (M101). The main

I M P A C T	<p><u>GOOD</u> AT PROJECT LEVEL</p> <p>AND</p> <p><u>ACCETABLE</u> AT SECTOR LEVEL</p>	<p>change of note was the opportunity of applicants under this measure to invest in tractors. This was the most popular of actions included in 57% of applications and increased the uptake in the programme considerably. This is reported to be also a characteristic of IPARD 2007-2013I which has reached its ceiling of 20% of eligible investments being spent on tractors as a % of total eligible expenditures under this measure. Funding of tractors moved to being the most popular investment request under National Programmes despite a need for critical investments to adjust the sector to EU standards.</p> <ul style="list-style-type: none"> • It is assessed that the institutional framework for disbursement of EU funds for rural development did improve during IPARD 2007-2013. In contradiction of the Final Report on IPARD 2007-2013 it is not assessed in this Ex-post evaluation as “nearly fully Operational”. Procedures were officially established and applied under four measures under the period of implementation, however the original programme also anticipated a number of measures to also be developed and prepared for implementation. These additional measures in the original design of IPARD for the Republic of North Macedonia were seen as necessary to provide complimentary vertical and horizontal integration. These included measures for agri-environment, to facilitate the development of producer organisations and also importantly a Leader Measure. Significant capacity building is still required, it is assessed to fully implement IPARD 2007-2013 in all its designed and originally approved components. • The level of professional competence was assessed in the ongoing evaluation as adequate. There has been large turnover of staff in the IPARD Agency. The Programme reported in its Final Report that it created a total of 114 new permanent workplaces in the PA and MA during IPARD 2007-2013. A relatively large number of key personnel trained under this programme have subsequently left and been replaced over time. In the departments responsible for receiving and evaluating applications, the number of original staff from IPARD 2007-2013 was reported as being very low in interview. Despite several recruitment drives the PA in particular was understaffed during IPARD 2007-2013 in comparison with the planned staffing numbers. It is noted, however, that the knowledge obtained while working in the Agency was for the most part not lost when staff left their employment. It is reported that many moved into private sector opportunities to use this knowledge to assist applicants in preparing documentation forming a core of private advisors and consultants in the agricultural, rural and food sectors
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Recommendations

It is recommended that for the selection process the eligibility criteria developed by the MA, formulated in the programme and checked by the PA are not changed through time for the individual project and remain valid throughout the implementation period.

The long timeline for receiving, processing and approving request for payments, also associated with long periods before full payment was made was a characteristic of this first IPARD Programme. This was commented in the On-going evaluation and continues to be a concern reported during this Ex-Post evaluation. The recommendation is that the IPARD Agency and Managing Authority should explore ways to speed timeline between application and fund disbursement.

The poor geographical coverage of IPARD 2007-2013 suggested a need for the Managing Authority and the IPARD Agency to focus on regions with poor uptake and better support application proposals during the phase of their preparation. NEA reports that it holds consultation meetings on a regular scheduled basis in all eight macro regions, however their ability to provide a comprehensive service to potential beneficiaries was limited in most regions, most notably in the North East and Polog.

Inefficient communication channels. There continued to be a need to improve communication between applicants and the PA. A digitalised, computerised reference system in which status of projects could be quickly verified was and is seen as a major requirement for the PA. In the process of the Ex-Post evaluation difficulties were encountered by the ET to obtain simple lists of contact details for the beneficiaries of the programme.

(SAP software) was provided to the PA and is used by the Finance Departments to digitalise its records. However, this system should be enhanced and expanded to the departments receiving and evaluating applications and to the departments responsible for on the spot control. The PA has some access to National Registries such as the Food and Veterinary Agency and Farm Registry. Recommendations for a more integrated approach for the involvement of stakeholders. It was reported in the ongoing evaluation that this should be also expanded to those belonging to the professional associations which could be used to better identify and target the pool of potential applicants. It is suggested that this recommendation of the previous ET is still valid and should be pursued. It is seen as the responsibility of the Managing Authority to negotiate and secure the practical agreement of stakeholders to ensure interconnectivity of their databases and coordinate this with the PA.

More focused calls.⁷ The Calls could be used to focus on specific issues, for example related to public goods, in certain key sectors at farm and for enterprises under 103. Eligible investments could be linked to these selected priority issues, for example environment, nature conservation, climate change mitigation and adaptation, resource efficiency etc. In this way there could be better progress toward some of the key objectives of the IPARD Programme. An example would be to focus on investments that would be directly linked to increased compliance whether they be for food safety, or for example animal welfare or for environment. These also should be linked with introducing and enforcing new legislation to meet EC requirement under the agricultural and food industries Acquis. This would however require MA and PA,

⁷ Reported in interview with the National Federation of Farmers and by NEA

supported by NEA and other key advisory institutions to become more tailored in their information activities, which under IPARD 2007-2013 are best described as only general in character.

Longer Lead time. Many applicants and beneficiaries as well as supporting institutions⁸ thought the Lead Time⁹ for a Call was too short, despite PAs publication of a so-called notification one month before the opening of the call. It is recommended to have longer “Lead” times, especially if the call was focused on a specific group of activities within the measures, as this would provide a greater opportunity for applicants to assemble the required documentation and for them to start the process of drafting outline applications. This also relieves the pressure on agencies such as NEA and enable them to schedule and provide an appropriate range of services (this experience has proved successful in other IPARD countries).

Quality of advisory services. There was a concern about the growing number of “private” advisors giving support and advice to applicants usually at a cost to the applicants. The quality of the advice given is reported as very varied in quality. It is noted from a meeting in NEA that a new system of accreditation for advisors supporting IPARD applications is being developed and legislated. This is seen as a positive step towards improving the quality of this service. It was reported in the On-going evaluation that the Paying Agency should provide greater feedback to potential beneficiaries and the National Extension Agency regarding reasons for approved and rejected applications. This continues as a recommendation as such a system, if introduced, would improve transparency and allow applicants to make an assessment of the competence of private advisors. If advisors are accredited, it is also a recommendation, that the accreditation board should develop a procedure, in the event of poor results, that the advisor could become unaccredited. Lists of accredited advisors need to be clearly published and maintained by the PA and MA.

Access to credit and financial instruments. A major constraint to the increased uptake of the programme by many smaller farming applicants is the access to credit, or counterpart funds from own resources. The Managing Authority was suggested at the ongoing evaluation stage to consider mechanisms for pre-financing support such as a loan guarantee fund, in order to alleviate the financial burden of those applicants, who do not have access to favourable credit terms and conditions. It is understood that that such mechanisms are still under consideration and to date there is limited progress. It is therefore a recommendation, repeated in the ex-post evaluation that this still a priority. The removal of obstacles to investment activity and the higher absorption of both the National and IPARD funds for rural development is considered to require special attention in planning and programming. The government is recommended, with some urgency, to improve access to diverse finance including the creation of a formal financial institution for rural development support. The transition of the agricultural sector is a priority in an accession process. Failure to reach an acceptable level of compliance and adherence as well as enforcement of the agricultural acquis could potentially delay the whole accession process. To date the progress is assessed as only limited with a long road to be yet travelled.

Efficiency of the IPARD 2007-2013 institutional framework. The institutional framework built for the management of the Programme could not be considered efficient during the implementation of IPARD 2007-2013. A main bottleneck in using funds was because of the poor capacity of the PA to process and fund applications. However, the implementation of the Programme was seen to contribute to a high degree of capacity building within other individual institutions, though improved cooperative working practices among participating institutions would provide synergy. It is reported by PA and the MA that there has been improvement in the level of expertise and professional skills within the Paying Agency since 2007. This is not

⁸ Reported in interview with the NEA

⁹ Time between the announcement and the deadline for submitting an application

possible to be independently verified at this time by an ET but is taken as a fact. The recommendation is that the PA and MA need to have a better monitoring system and for the data collection and storage to be improved. The PA still works on an archive of hardcopy rather than a digitalised electronic catalogue of projects easily accessible to its officers and control agencies.

Decrease turnover of the officials in the PA. The Paying Agency experienced fast turnover of officials, with negative consequences to its expertise and institutional capacity. It was reported that a significant percentage of the staff from the first programming period have since left the Agency, mostly for work in the private sectors. It is, therefore, highly recommended -to develop medium- and long-term recruitment policy and strategy is developed to ensure that vacancies within departments are filled and the Agency reaches its maximum staffing numbers.

The selection process of applicants was identified in most assessments of the performance of the programme as an element which could influence the success or failure of the programme. This was commented during the ex-ante, ongoing and now reiterated in the Ex-Post evaluations. It is still reported that many potential applicants (and also the successful beneficiaries interviewed in this evaluation) that the eligibility criteria and documentation requirements make the programme too strict. The high rejection rates observed by applicants creates uncertainty before and during the process of project application and even after approval this uncertainty continues until the final reimbursement. In a number of cases this period of waiting and uncertainty is prolonged. The situation is exacerbated by many applicants having taken short term loans from various sources to pre-finance the investments with a concern that the reimbursement - even after approval - may be delayed, not paid in full or cancelled. This has led to reports of applicants cancelling their applications mid process and quit their participation in this and subsequent programmes. It is a recommendation that the system becomes more transparent for applicants and this uncertainty is addressed. This is mainly attributed to a poor communication system between the PA and its client applicants. It was reported that applicants experienced long periods between the stages of processing applications and in some cases expressed surprise when the PA contacted them considering that their application was no longer active (This was reported to the ET by the Paying Agency in meetings).

The accreditation of the additional measures under IPARD 2007-2013 with the exception of Measure 501 was unsuccessful. It was a plan of the programme to seek entrustment for additional measures under Axis 2 and for measure on LEADER during IPARD 2007-2013 implementation. These processes were subsequently transferred to the IPARD 2014-2020 programme and apart from a new Measure 7 these have still not been realised.

Avoid deadweight. The problem with deadweight is that the public support pushes out private money, which then can be used to whatever the beneficiaries want to. In this way, the investment support generates some completely different effects than those anticipated in the first place. If the farmer decided to buy a new car imported from abroad, then the public support actually ends up in a foreign country. This is not the idea. Therefore, it is important to take steps to reduce the deadweight, and this is done in the design of the eligibility criteria, the objectives of the measures, and in the definition of eligible investments. The solution is not easy, but experiences from other countries show that the more focus the measure has on public goods and the riskier the investment is from a financial perspective, the lower is the deadweight.

2. INTRODUCTION

Purpose of the report

General

The evaluation should help improving policy design and implementation in the future. Recommendations can be used to improve the implementation of the new programme, especially for measures which continue across programming periods, and more specifically, programme modifications, implementation reports, procedure modifications or other arrangements, such as publicity, coordination with national rural development or advisory services.

The object of the ex-post evaluation is the IPARD Programme, while the objective is to verify if and to what extent the objectives and targets are reached throughout its implementation. This evaluation of IPARD Programme 2007 – 2013 is a legal requirement for Managing Authorities in accordance to the Sectoral Agreement (OG 165/2008). The Scope of the work was defined in Article 63(3) of the Sectoral Agreement.

Description of the assignment

The Ex-Post evaluation considered results already available (ex-ante evaluation of the IPARD Programme 2007-2013 and on-going evaluation report from 2015 as well as ex-ante evaluation of the IPARD Programme 2014-2020) and the achievement of the quantified indicators as set in the IPARD 2007-2013 Programme, and the implementation results presented in the IPARD 2007-2013 Final Report. There were a number of Calls following the Ongoing Evaluation in 2015 and the ex-post evaluation has covered the utilisation of resources and the effectiveness and efficiency of the IPARD Programme to its end date. This includes an assessment of its final impact and its policy consistency. Factors contributing to the small successes, but more often on the general failure of implementation have been well reported and addressed by the MA, PA and the Monitoring Committee. The programme was in a constant state of review with eight modifications.

The ex-post evaluation team conducted its assessment in accordance with recognized evaluation practices. This involves, inter alia, the examination of regular aspect of evaluation such as the relevance and coherence of the IPARD Programme, and as far as possible the effectiveness and efficiency of the assisted actions.

Indicators

Most indicators were available for Programme objectives and measures as identified in the programme and quantified to support the assessment of outputs, results and impacts, although this was not the case for some important EU Common indicators related to results and impacts. The output, result and impact indicators relevant for the IPARD 2007-2013 Programme, were assessed under this ex-post evaluation.

Their achievement was examined and confirmed at the level of assisted projects and also discussed with the implementation authorities and key stakeholders. A sample of assisted projects was used in this evaluation exercise both through a survey and through a number of case studies.

Measures

The measures not implemented in the programme including preparatory actions (e.g. agri-environmental schemes), were briefly examined and a short explanation of the reasons why the accrediting process was not achieved is provided. The Ex- post evaluation has concentrated mainly on an assessment of how programmes have been managed, looking for both strengths and weaknesses, and an insight into why some aspects of programmes have worked better than others, enabling consequences to be drawn for future programmes financed by the European Union.

Locations

The ex-post evaluation has covered the whole geographic area of the IPARD Programme. The measures 101 and 103 were applied on the whole territory of the Republic of North Macedonia (RN Macedonia), whilst measure 302 applies to rural areas, which were defined according to the official "List of the rural areas and rural communities in the Republic of Macedonia" (published in the Official Gazette 89/2011).

Target groups

The target group for the evaluation included the: IPARD Managing Authority (MA), IPARD Agency, the Monitoring Committee (MC), European Commission (EC), as direct beneficiaries of the results and as appropriate (indirect beneficiaries) economic and sector organisations, farmer associations, local authorities, and other public institutions, such as the National Rural Network, members of the research community.

Specific work

The work was conducted in a number of agreed phases. These were:

- An Inception Phase
- A Desk Research Phase
- Field visits and Stakeholder consultation phase
- A Synergy and Reporting Phase.

The result of the ex-post evaluation is presented in a draft Final report bringing together all elements of the evaluation and submitted according to the requirements outlined in the Contractors' Terms of Reference. This report was to be submitted no later than one month before the end of the period of implementation of tasks. The Contract end date for tasks to be completed was 04.02.2020. A second and improved version of the draft final report was submitted to the MAFWE 22 June 2020. The contract was extended by the Commission to 30th June 2020, where a final report was submitted.

3. THE EVALUATION CONTEXT

3.1 Economic Context

The agriculture sector in the country at the time of IPARD Programme 2007 - 2013 implementation was third largest economic sector after *services* and *industry* with the share of 12 % in the overall GDP. 48% of the land area of the Republic of North Macedonia was registered as agriculture land in 2004. The area of Utilised Agricultural Area (UAA) was stable during the period from 2000 to 2005 prior to the implementation of the IPARD Programme 2007 – 2013.

Table 2 Key agriculture sector indicators

	2000	2001	2002	2003	2004	2005	2006
GDP (EUR current Mil)	3.893	3.893	4.001	4.105	4.325	4.500	4.827
Gross Agriculture Production	468.9	451.4	494.8	548.0	570.4	556.9	580.1
GDP real growth (%)	12	11.8	10.0	11.4	11.3	12	12
Agriculture growth (%)	1.0	-10.8	-2.0	4.8	6.2	1.8	3
UAA (in 000 ha)	1,236	1,244	1,316	1,203	1,65	1,275	n.a

Source: SSO 2006; Study on the State of Agriculture in Five Applicant Countries, EC DG-AGRI 2006 and up-dated data from SSO

Agriculture has served as shock absorber for the socio-economic and structural changes in industry and other sectors of the economy. Officially, this sector provides income and employment to approximately one fifth of the national workforce but the real contribution probably exceeds this percent as 36% of the labor force and 44% of the poor live in rural areas and population in rural areas rely basically on farming as a major form of economic activity, forestry, craftsmanship and rural tourism. Population engaged in farming includes a high proportion of elderly persons and young people having little motivation to enter and remain in agriculture due to the low and uncertain incomes and poor working conditions.

Agricultural products represent 15-17% of the total country's exports, although the country remains a net importer of agricultural and food products, which accounted for about 15 percent of total imports in 2004-05. The agricultural trade deficit in value terms has been widening in recent years, though a sizeable increase in tobacco and wine exports narrowed the gap in 2005. The trade pattern (export of labour intensive products and importing land-intensive products) reflects the country's comparative advantage for labour intensive production systems, and the relative land-scarcity.

Promotion of the competitiveness of the production and increase in the income of the rural population is one of the preconditions for social stability in the country. Decline in agriculture, forestry and fishery and

associated industries could have significant adverse consequences in rural areas and to the overall economic and social stability of the country.

The country's agriculture is facing major challenges and structural reforms. WTO membership increased possibilities for export expansion but also competition on the domestic market from imported products. These challenges are going to be even more severe with the implementation of the Free Trade Agreements with the neighboring countries and the EU-27.

Strengthening the competitiveness of the country's agribusiness is the focal point for its survival. This must be supported by the reform of the public institutions and by the implementation of well-targeted agricultural support policies and rural development measures.

It was estimated in the Programming documents that 80% of total cultivated land was owned or leased by approximately 180,000¹⁰ private farms with average size of 2.5-2.8 ha fragmented into parcels of 0.3-0.5 ha. 40% of the private farms were estimated as being smaller household farms with less than 2 ha (further fragmented) that produced mainly for household subsistence selling surpluses to supplement other sources of income. The remaining 20% of cultivated land was state owned and rented to 136 agricultural enterprises. Efficient use of agricultural land was hampered by parcelling and fragmentation stemming from previous limitations on usable areas and ownership, inheritance which divided property, as well as a tradition of informal relationships for land use and transfers on the land market."

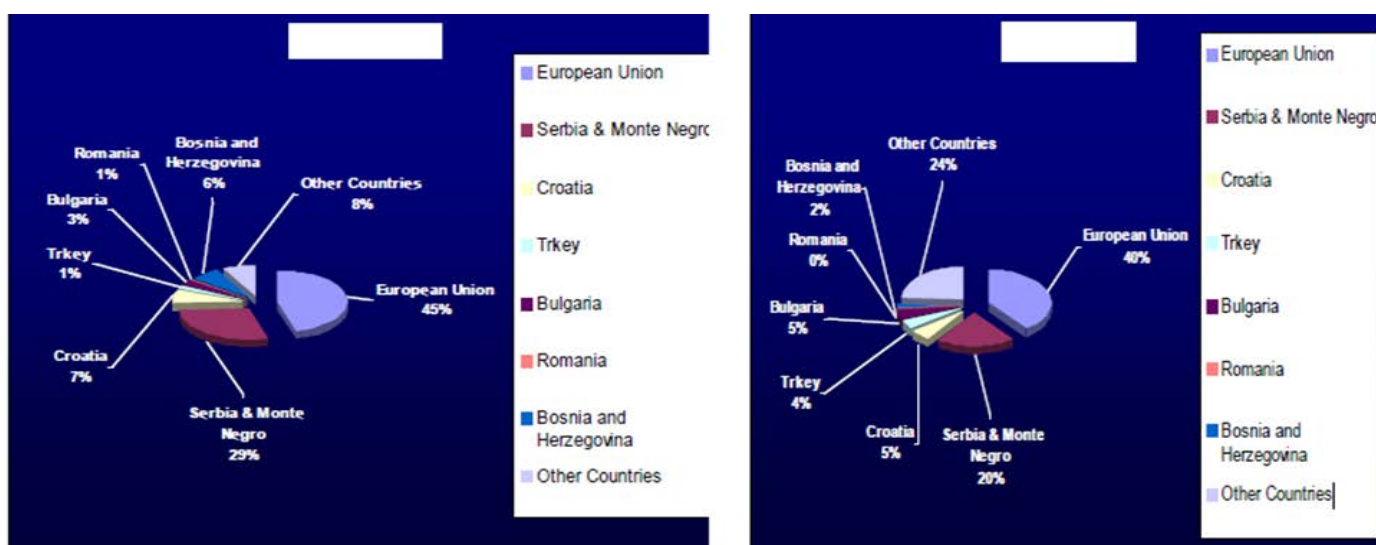
In 2007 at the beginning of IPARD I there was no process of land consolidation although now a policy is now regulated and being implemented.

One fifth of the population at that time of the launch of IPARD Programme 2007 - 2013 was engaged in the agriculture sector, 44% of those classified as poor where to be found in rural areas. 16.8% of employed persons in the country listed agriculture as their primary employment. A large percentage of the workforce also engaged in agriculture to earn additional income as part time farmers and/or seasonal workers. The IPARD programme 2007 – 2013 was designed and implemented without actual agriculture employment statistics, no current Census data was available, so academic institutions provided estimates based on the figures/estimates of the National Statistical Office. A key characteristic was that Agriculture was a labour-intensive sector with low access to finance and support.

There was almost a balance of exports and imports of agricultural products with a flow in and out of approximately 15% of goods on the market. The main exports were wine and tobacco products while the import was constituted of processed food products. The greatest share of the trade was with the EU27.

¹⁰Accurate Census data was not available in 2007 at the beginning of the programme.

Table 3 Share of Trade Partners in trade with agro-food and fishery products in 2006



Source: SSO, 2006

Agriculture production was, and is, unstable and markets are volatile faced with high fluctuations due to the lack of production technologies to mitigate seasonal externalities and critical access problems to markets every year. Agricultural Production required and still requires technological improvement, market preparation activities, markets' attractive varieties, preoperational activities of the produce for the markets, compliance of quality and safety standards. The competitiveness of agricultural produce from the Republic of North Macedonia is low when compared to EU market standards and products.

A strategy document for IPARD was prepared (in English) identifying the challenges to the sector and was used as the basis for the IPARD programme design. This approach was criticised during the Ex-Post surveys as being poorly written and not properly consulted among key stakeholders. It was reported that a Macedonian language version was not prepared, and, therefore, not available to the stakeholders.¹¹

3.2 Policy Background

The Republic of North Macedonia has been a candidate country of the European Union since December 2005 and is eligible for EU pre-accession support. Council Regulation (EC) No 1085/2006 provided for the establishment of an Instrument for Pre-Accession assistance (IPA). The rules for implementation were provided by Commission Regulation (EC) No 718/2007 of 12 June 2007. IPA consists of five components, and Component V is the programme supporting Rural Development (IPARD) and provides assistance to achieve three specific long-term objectives:

- i) preparing the agro-food sector to meet the requirements of the EU acquis concerning the environment, animal health and welfare, plant health, public health and food safety and occupational safety;
- ii) Helping the beneficiary country to get ready for effective implementation of programmes under the European Agricultural Fund for Rural Development (EAFRD) upon accession; and
- iii) Contributing to the economic development of rural areas.

¹¹Reported by NEA and NFF See MoM Annex 6.

On July 17, 2006, the Council of the European Union adopted the Regulation No 1085/2006 105 of 17 July 2006 establishing an Instrument for Pre-Accession Assistance (IPA). As a candidate country, Republic of (North) Macedonia gained access to all five IPA components.

The IPARD strategic planning process in the Republic of North Macedonia was initially introduced in the scope of a Multi-Annual Indicative Planning Document (MIPD), outlining the main priority areas for intervention. Accordingly, a Multi-Annual Operational Programme for the whole IPA implementation period 2007-2013 was prepared in the form of a National Agriculture and Rural Development Plan. The initial allocation of financial assistance to the Rural Development Programme under IPA Component V totalled €87.53 million. This sum was reduced, and the final allocation was much smaller.

In accordance with IPA implementing rules for component V, the following measures were programmed under the IPARD programme 2007-2013 in the country:

- Under Priority Axis 1: Measure 101 "Investment in agricultural holdings" and Measure 103 "Investments in processing and marketing of agricultural products" with focus on the fruit and vegetable (fresh and processing), grapes and wine, milk and dairy and meat and meat products sub-sectors;
- Under Priority Axis 3: Measure 302 "Diversification and development of rural economic activities" targeting the assistance towards support for establishment of micro-enterprises and crafts in rural areas and support to rural tourism development;
- Measure 501 "Technical Assistance".

The IPARD Programme 2007 – 2013 is implemented in a context of a well-established framework of national policies that are based on a satisfactory system of administrative definitions and statistical information on rural areas and activities performed in such areas. The Programme for the Republic of North Macedonia included two Specific objectives:

- Improving the technological and market infrastructure of commercial agricultural holdings and food processing industry aimed at increased added value of agri-food products and achieved compliance with EU quality, health, food safety and environmental standards
- Improved quality of life of rural population, increased income and creation of new employment opportunities,

The Macedonian programme, in its ex-ante stage, had identified difficulties that the beneficiaries would face during the application process. These weaknesses to be overcome included:

- An incomplete agricultural land cadastre and registry (Land Parcel Identification System – LPIS). Weak land market development and agricultural land generally not accepted as a collateral for credit.
- A lack of reliable data on farming structures although Census data was to become available shortly after the launch of the programme.
- A dominance of small-scale farms, many of them producing mainly for self-subsistence and of economic importance/sustainability
- A lack of market infrastructure including producer organisations and a lack of programmes for the development of market's infrastructure
- A loss of knowledge of traditional, extensive and more environmentally friendly production methods
- An atomised market with a high level of dependence of producers on a small number of middlemen. A fragmented structure with long market chains and lack of marketing services including information.

3.3 Legal context

At the time of the IPARD programming there were a large number of laws related to agriculture sector.¹² In the programming document considerable effort was made in examining the national legislation in the relevant sectors, in order to guarantee the relevance of the identified measures, and to accordingly set the eligibility criteria for applicants and applications.

A relevant effort has been paid to the harmonization of the national legislation – prior to the Programme implementation - in order to provide the IPARD management structures with the technical tools that would allow transparency and accountability to the adopted procedures.

The legal framework considered included the Law on agriculture and rural development as its main legal basis, Legislation on the budgetary means for agricultural development, Legislation on agricultural land, Legislation on support of rural areas, Legislation on setting up of registers in agriculture. Other laws included in the IPARD 2007-2013 framework were: the Law on Agriculture Land, the Law on Farm Accountancy (FADN), the Law on Agriculture Activity, the Law on Promoting Agriculture Development, and Laws on wine, Livestock Breeding, Pastures and Tobacco. The institutional framework was supported by a Law to Establish an Agency for Promoting Development in Agriculture, a Law on Agricultural Inspection, a Law on Organic Agricultural Production and a Law on Commodity Exchanges of Agricultural and Food Products. These laws were all established before IPARD implementation.

The legal framework was in harmonization with the EU acquis. Some internal selection procedures were still affected by local “uncertainty of law”, suggesting that the establishment of rules and regulations was hindered by lack of experience/communication. There is some perception reported at municipality level that the problem does not lie in the national legislation itself, but in its interpretation by the implementing offices.

There was awareness that in some cases the requirements driven by IPARD rules were not matched by the national legislation, either in terms of different/incompatible rules or by absence of regulation. The NAO, however, reportedly raised the point during Monitoring Committee meetings that “the rules for financial management of the IPARD funds and systems for implementation of the IPARD Programme 2007 - 2013 were not adequately reflected in the national legislation”, causing difficulties not only in the decision making process, but reflecting them also in operational issues of the disposal of money for the final beneficiary.

The severity and urgency of the problem is testified by the inclusion of the study of possible countermeasures in the Absorption Action Plan.

Detailed list of the legal acts, strategies and compliant EU regulations and measures are included in Annex 6 of this document.

3.4 Description of the evaluation process: Recapitulation of the terms of reference, purpose and scope of the evaluation

The 'Terms of Reference' was a key document in the evaluation process and provided a description of the context, scope and objectives of the evaluation, a clear distribution of roles and responsibilities (how the evaluator and responsible management bodies will interact).

¹²A list of relevant legislation is provided in ANNEX 6 of this report.

The methodological requirements were discussed with the MA and in a series of meeting including the Kick-off meeting the deliverables and time schedule were agreed.

The inception report was delivered in September 2019 and was presented and discussed in meetings with the MA and was subject to review.

The TOR also established the criteria for selection of the evaluator (i.e. required skills and experience in the field of evaluation). A team leader was selected in accordance with these criteria and was supported by four local experts who were supported by a local consultancy company appointed as a sub-contractor.

The work commenced in June 2019. This was not in accordance with the original plan detailed in TOR in which the commencement date was envisaged to be March 2019.

A Progress Report was to be delivered in accordance with TOR it transpired that a series of documents was produced to approved various aspects of the proposed methodology. These included the sample methodology for the field surveys, the questionnaire content and format and also the list of proposed state holders to be interviewed. There was an opportunity to discuss the collection of data and the tools needed for the quantitative and qualitative analysis and preliminary results and approval for the methodology applied was provided by the MA.

The result of the ex-post evaluation was presented in this draft final report which brings together all elements of the evaluation. The report was structured and formulated using the format suggested by the Guidelines accompanying the TOR.

Based on comments provided by MAFWE (MA), EUD and EC the present second version of the draft final report was prepared.

It is understood that the Commission will make a full assessment and send the feedback to the Managing Authority. Before sending the draft Final Report version 2 to EC, it should be discussed in the Monitoring Committee (optionally through a written procedure). The Draft Final Report underwent thorough quality assessment (by the Managing Authority and, as appropriate, the Evaluation Steering Group).

3.5 Brief outline of previous evaluations related to the programme

The IPARD Programme 2007 – 2013 was a subject to an ex-ante and ongoing evaluation.

Ex-Ante evaluation

The ex-ante evaluation of the draft IPARD programme 2007-2013, was conducted in June-August 2007 and from this it was concluded that the IPARD Programming exercise and the programme was a thorough, understandable process and that a logical document that met most of the requirements of the EC for Rural Development plans had been presented.

The link between objectives, gaps and proposed measures was logical given the requirement to focus measures within the parameters allowed by the governing EC regulations. A number of important areas of the programme were found to be incomplete. These included a description of the implementing arrangements (including monitoring and evaluation), lessons learned, and training strategy. In total 18 recommendations were made. These were subsequently addressed by the MA in the final programme documentation. The list of recommendations is included as Annex 10.

On-going evaluation

The on-going evaluation of the programme was the first to be conducted by independent external evaluators and reflected the situation at 28 October 2014.

Main conclusion of the report was that the financial performance of the IPARD I Programme 2007 – 2013 was well short of target because applications are below expectations for each of the three measures and that were high rates of project rejection and cancellation. Numbers supported for each measure are less than 16% of target and volumes of investments are less than 10% of target.

In the on-going evaluation, and over the period of 12 calls for proposals it was, however noted that there was a trend towards an increase in the number of applications and a reduction in the number of rejections. The penultimate (11th) call of IPARD I was announced January 2015, published on the 21.3.2015 and had a closing date of 05.5.2105. The last (12th Call) and final public call of IPARD I was announced in February 2015, published on 01.08.2015 and had a closing date of 15.9.2015.

These positive indications are attributed to new eligibility criteria, introduced with the fourth modification of the programming document, which have positively influenced the interest of potential applicants toward the Programme, after an evident decline registered during Calls 5, 6 and 7.

The conclusion remained that the overall number of actual applications and approvals was disappointing compared with target levels. The main reasoning given in the 2015 on-going evaluation was the structure and rules of IPARD I by their nature, limited the number of applicants in each of the eligible sectors.

The results of a survey of potential applicants at that time indicated that complicated internal rules, the total length of the process from application to reimbursement, and the necessity of fully pre-financing the investment were the common reasons for their lack interest in the Programme 2007 – 2013.

The poor level of financial implementation, at this early stage of evaluation, demonstrated the limited overall relevance of the Programme, although it was assessed as relevant for individual successful applicants.

In 2015 at the time of the on-going evaluation report it was stated that the institutional framework built for the management of the Programme was to be considered inefficient. The Programme could not be considered effective as it failed to activate vertical integration between the production and the processing sectors, and in promoting rural development that takes advantage of opportunities external to the sector.

M302 at this stage of evaluation was described in the ongoing evaluation report as a “complete failure”.

3.6 Supplementary instruments of international support

USAID support

USAID supported an Ag Biz project, with objectives to Increase incomes for all participants in selected agricultural value chains in North Macedonia by increasing exports, improving productivity, enhancing the

agricultural business environment, and increasing access to finance. The project utilized the existing capacity and expertise of Macedonian professionals and lead firms and farms to create more integrated supply chains in response to market opportunities. The financial support from the USAID support was delivered before IPARD I and did not overlapped with the IPARD I financing.

SIDA (Swedish International Development Agency)

SIDA provided support through the projects:

- SFARM aimed at strengthening Federation of Farmers that provided support to publication and promotion of IPARD I among the farmers and the associations members of the federation.
- Macedonian Agriculture Advisory Project supporting Advisors of NEA with capacity building for business plans preparation

There was some overlap and complementarity with the Programme but of limited impact.

Agricultural Development Credit Agency

The Agriculture Development Credit Authority (DCA) was an 11-year loan portfolio guaranty (LPG) intended to mitigate the risks faced by five financial institutions (banks and microfinance institutions) in North Macedonia that provided loans for agriculture development and diversification of rural economies. The total loan portfolio that could be covered by this guarantee was \$26 million. The Government of North Macedonia was co-financing this guarantee to increase the utilization of IPARD funding provided by the EU. The guarantee provides 50 percent coverage for loans up to USD 250,000 and 40 percent coverage for loans between USD 250,001 and USD 500,000. Loans were intended to support capital investments for agriculture and rural development. The targeted borrowers were primarily farmers, cooperatives, sole traders, and micro-, small-, and medium-sized private enterprises operating in primary agricultural production, food processing, as well as any non-agriculture sector with operations in rural areas, including rural tourism, craftsmen, and processing facilities. With this partnership, USAID is further strengthening the relationship between individual farmers and food processors and the country's financial sector. Increased trust among these stakeholders will ensure a long-term increase in agricultural lending. For three and a half years (October 2015 – March 2019), this guarantee program supported 481 loans valued at \$5,109,032. As a result of the improved trust between the financial institutions and agricultural borrowers, interest rates and collateral requirements are gradually decreasing.

In the national Programme for Financial support for rural development for 2015 and 2016 is provided a measure to subsidize interest rates on loans, exclusively for IPARD investments. This national measure is applicable for loans from all commercial banks, and the subsidizing is up to 50% of the interest rate which cannot be higher than 8%.

The extent it was used as co-funding for the IPARD programme 2007 – 2013 was limited.

EU Technical Assistance

EU CARDS SIP project was implemented ahead of the IPARD I implementation to support Managing Authority to establish IPARD structures and programme. A list of complimentary EU measures is included in the ANNEX8.

4. METHODOLOGICAL APPROACH

4.1 Explanation of the evaluation design and the methods used

The evaluation design is largely based on the requirements indicated in the ToR, that:

- Provide a series of “relevant questions” that are to be answered by the evaluation exercise;
- List a series of techniques that should be used, namely: direct data collection among the successful and non-successful applicants, and among a sample of potential applicants, direct interviews to the main stakeholders of the Programme.

The components of the ex post evaluation were to be:

An Inception Phase, the aim of which was to clarify the general framework for the evaluation and develop detailed evaluation questions with judgement criteria and indicators in line with the TOR. All relevant documentations] (e.g. programme documents, evaluation reports and country reports) and available administrative data were collected or requested. A document database was developed which will inform the desk and field phases.

- A Desk Phase was used for the understanding of an overall overview of the IPARD 2007-2013 Programme. This also took data from the Monitoring Unit so that an overview of contracting and disbursement per measure could be made as well as a sector analysis per measure implemented (type of projects funded, type of partners).
- The Desk phase also designed a questionnaire survey of a group of selected 100 beneficiaries (sample size expanded to 125 as contact with beneficiaries proved difficult) and to collect additional data about project and programme performance in line with the evaluation questions. A detailed field visit plan including sample of projects to be evaluated was presented to the MA as well as the draft field visit questionnaires, an evaluation report template (project sample) as well as discussions and proposals for any methodological alternations that may be needed for the completion of the evaluation.
- The Field Phase was due to commence in September and continue through October to collect additional data and test the assumptions made during the desk phase. This, because of difficulties obtaining contact details for beneficiaries as data base management in the PA and access to data was restricted, was delayed and started in October 2019. Meetings and direct face to face interviews will be organised across all 8 statistical regions. The schedule and questionnaire summaries are attached in annexes to this report. The findings from the field visits will be summarised and presented to the MA together with an outline of recommendations.
- A Synthesis Phase was commenced in the second half of November, later than planned, to consider the results from the field phase, the analysis was to be refined, with replies to evaluation questions finalised and recommendations elaborated. Preliminary findings and recommendations were discussed with the MA and EUD when the draft of the final report was presented in December 2019. A final second version of the evaluation report was submitted to MAFWE 22 June 2020.

4.2 Description of key evaluation criteria

Overall, the evaluation takes account of the European Commission's current evaluation guidelines and applies the following evaluation criteria to underpin the evaluation's objectives: coherence, relevance, efficiency, effectiveness, impact and sustainability:

- **Coherence** concerns the extent to which a development initiative and its intended outputs or outcomes are consistent with national and local policies and priorities and the needs of the intended beneficiaries including whether there is any overlap between the intervention considered and other interventions.
- **Relevance** considers the extent to which the initiative is responsive to strategic plans and priorities. It also incorporates the concept of responsiveness – the extent to which the intervention was able to adapt to changing and emerging development needs and priorities in a responsive manner.
- **Efficiency** measures how, economically, resources or inputs are converted into outputs, results and impacts. An initiative is efficient when it uses resources appropriately and economically to produce the desired outputs compared to alternative ways to achieve the same outputs, results and impacts. Efficiency is then the price of a given output, result or impact, for example the total eligible investment needed for generation of one job.
- **Effectiveness** is a measure of the extent to which the initiative's intended (quantified targets) outputs, results and impacts have been achieved. Technical effectiveness is the measurement of the fulfilment of the quantified target for output, for example in terms of number of supported beneficiaries, while financial effectiveness is the value of payments of support compared to the budget.
- **Results and impact** measures the changes in political, social, economic and human development and peoples' wellbeing that are brought about by development initiatives, directly or indirectly, intended or unintended.
- **Sustainability measures** the extent to which benefits of initiatives continue after the external development assistance has come to an end. Assessing sustainability involves evaluating the extent to which relevant social, economic, political, institutional and other conditions are present and, based on that assessment, making projections about the national capacity to maintain, manage and guarantee the development results in the future.

4.3 Source of data used for the evaluation

Desk research

The general methodology for preparing the evaluation consisted of document research, and the list of documents used in this phase of the evaluation are attached as Annex 5 to this report. This desk research also included analyses of the database of the PA.

Questionnaires to beneficiaries

Ad hoc questionnaires have been submitted to successful beneficiaries. The questionnaires were organized around the following topics:

- General information on the applicant (main source of income, share of activity supported by the Programme);
- Information about the farm/plant (for M101/M103);
- Investments over the last period;

- Support received during the information phase (prior to the preparation of the application);
- Preparation of the application;
- Access to bank credit;
- Results and impact obtained by the project (only for the successful applicants);
- Relevance and sustainability of the project (only for the successful applicants);
- Issues related to project rejection (only for rejected projects);
- Issues related to project cancellation (only for cancelled projects).

During the field survey period of the evaluation team interviewed 87 beneficiaries of measure 101, 19 under measure 103 and 18 under measure 302. The original survey sample was larger under measure 101. The first selection was of 100 beneficiaries, but 25 applicants could not be contacted given the contact information provided by the PA. The survey sample was expanded by a further 25 beneficiaries and an eventual 87 were interviewed. The survey sample parameters were discussed with the MA at the inception phase and the numbers expanded at a later stage. The methodology for selection is to be found in the Annex 1.

Table 4 Evaluation survey to beneficiaries, statistical validity

Measure	Number of beneficiaries	Number of interviews	Statistical validity, %
101	1032	87	+/- 10
103	41	18	+/- 17.5
302	18	18	+/- 4
Total	1091	123	+/- 8.2

Questionnaires to rejected applicants

Rejected applicants were also interviewed. 200 applicants were approached under Measure 101, 19 under measure 103 and 36 under measure 302. The results of these interviews are detailed in later sections of this report and in accompanying annexes to the main document.

Table 5 Evaluation survey to rejected applicants, statistical validity

Measure	Number of rejected applicants	Number of interviews	Statistical validity
101	1266	200	+/- 6.3
103	127	19	+/- 21
302	324	36	+/- 15.5
Total	1717	255	+/- 5.7

Case studies among beneficiaries

In order to collect data from beneficiaries regarding the achieved results and impacts of the investments as well as information about deadweight load of the supported investments, 12 cases studies were accomplished in the final stage of the evaluation in order to supplement the surveys referred to above. The results of these case studies are included in this second version of the draft final report as basis for estimation of results and impacts at measure and programme level and cross checked against sector statistical data, where data are available. The twelve casestudies were selected with one project from each of the priority sectors with implemented projects. Average projects in terms of total eligible investments were selected. The findings from the case studies are inserted in Annex 11.

Sector data collected from SSO

Finally, in order to be able to triangulate the outcomes from the survey and the case studies, data from SSO was collected and estimations of linkages between growth in Gross Value Added and employment with Gross Fixed Capital Formation as an indicator for investments in the sector were established.

Other Interviews

A large number of direct interviews were carried out with stakeholders to obtain fresh answers or to crosscheck information emerging from other sources.

Direct interviews have taken place with relevant representatives of:

- MAFWE (Department for Rural Development)
- MA
- PA
- NEA
- NAO
- Selected municipalities
- Ministry of Finance
- Federation of Farmers
- Association of Apple Producers

4.4 Limitations in the Applied Methodology

Timing of the assignment

The timing of the evaluation was an inherent challenge in the work. Evaluation was started in June with the submission of the Inception Report and a request to deliver the final report in November, within the timeframe of 6 months instead of the contract period of 8/9 months. The Final Draft report was submitted on Friday 13th December 2019.

Within this requested timeframe there were a total of four months available for detailed structuring (including desk research, realization (collection data, analysis, evaluation) and documenting the evaluation. This time frame can be considered as short in comparison with similar evaluations, especially in the country where such

a programme is being evaluated, ex-post, for the first time, without previous experience and existing routines in collecting data that is can be effectively used in evaluation.

Barriers were encountered in obtaining key information to facilitate the field phase put up by the Paying Agency and an apparent poor data base system that could not produce basic names, addresses and contact details for the beneficiaries of approved funding.

This with the short time frame may have affected the scope of data collection. It was imperative that the team created, distributed, and collected questionnaires from farmers (preparation, agreement with the Governing Body, implementation, tracking, aggregation, data cleansing and interpretation) within a short time period.

Statistical validity of surveys and case studies

An ex post evaluation includes typically data collection among beneficiaries in order to collect data regarding the economic and other benefits from the supported investments. The number of beneficiaries involved in the survey must reflect the statistical validity, as the client, in this case MAFWE, requires. It is a limitation in the applied methodology in this report, that the survey not is accomplished with a high statistical validity, and that the survey has been designed in a way, where important data regarding economic results and impacts of the investments are not collected.

The evaluation team has in the late phase of the assignment conducted 12 case studies in order to collect the needed data in order to generate replies to some of the most important evaluation questions. The case studies did generate this information, but again the number of case studies could not be very high at this stage of the evaluation process, and the statistical validity is therefore also very weak. However, the findings from the case studies and the extrapolation to measure and programme level of these findings may still be useful as indications of the outcomes from the projects.

Finally, the applied methodology does not include a survey among members of a control group of non-supported farmers and food industry operators. It is a typical way to establish a counterfactual analysis of the economic development of farmers and food operators, which NOT have received support from the IPARD Programme 2007-2013 in order to compare the key economic indicators between the supported beneficiaries and these non-supported operators. In this way the determining effects of the IPARD support can be estimated. This control group evaluation is lacking in this report, and the data from survey and case studies cannot be cross checked against the control group.

Reliance on subjective judgement

The evaluation relies to a large extent on subjective judgments and self-judgments that were provided by the interviewed people, both in the survey, in the case studies and in the direct interviews.

To limit this problem a multi-step crosschecking technique has been adopted. In other words, when possible, the same question has been put repeatedly to the same stakeholders, reporting to them also the opinions of other stakeholders obtained in the meantime on the same issue.

However, there could be a certain risk for a "systematic, positive bias" in the replies from the category of beneficiaries. It can be expected that they would overestimate the effects of the received support. On the other hand, this was found not to be the case, when the opinion was negative due mainly to the delays in payments and the problems that this often caused with the co-financing and pre-financing of investments.

5. DESCRIPTION OF PROGRAMME, MEASURES AND BUDGET

5.1 General background

The Republic of North Macedonia has been in a lengthy process of acquiring full membership of the European Union thus being eligible for pre-accession assistance in accordance with Council Regulation (EC) 1085/2006 of 17 of July on establishing an Instrument for Pre-Accession Assistance (IPA). Under the IPA fifth component for rural development (IPARD), the country was entitled to pre-accession financial aid for sustainable agriculture and rural development with focus on preparation for the Common Agricultural Policy (CAP) and related policies and for the European Agricultural Fund for Rural Development (EAFRD) and adjusting the sector towards the Common Market.

The IPARD strategic planning process was initially introduced in the scope of Multi-Annual Indicative Planning Document (MIPD), outlining the main priority areas for intervention. Accordingly, a Multi-Annual Operational Programme for the whole IPA implementation period 2007-2013 was prepared in a form of National Agriculture and Rural Development Plan (IPARD Programme).

The IPARD Programme uses a coherent set of priority axis and developed appropriate implementing measures and operations (group of investments) to address a set of objectives for agriculture and rural development in each country entitled to pre-accession assistance, as well as description of the financial contribution which is needed to implement the defined strategies in the MIPD.

The beneficiary country was required to have the ability to tailor the programme to be in synergy National Strategy for Agriculture and Rural Development (2007-2013) with a view that this would provide added value to the pre-accession process.

Numerous background investigations were conducted in the course of preparation of the Programme to identify the main problems concerning agricultural production, food industry, and economic activities in rural areas.

Following the requirement of the IPA regulation 109, proposed by the Ministry of Agriculture, Forestry and Water Economy (MAFWE) adopted by the Government with a Decision on 25th of July, 2006, additional in-depth analysis of the key Macedonian sectors (wine and grapes, fruit and vegetables, milk and dairy products and meat and meat products) were conducted, involving independent expertise.

The selection of the priority sectors proposed by the Ministry of Agriculture, Forestry and Water Economy (MAFWE) were adopted by the Government with a Decision of 25th of July 2006.

The Ministry of Agriculture Forestry and Water Economy was main driving agent for the IPARD Programme and designated Managing Authority (IPARD MA). Managing Authority had fully decentralised role in regards to the Instrument for Pre-Accession Assistance of the European Union (IPA) (OG 144/2008), with main responsibilities for implementing the management functions related to drafting, monitoring, evaluation and reporting of the implementation of IPARD programme, coordination of the work of the IPARD Monitoring Committee as well as publicity as part of the implementation functions.

Additionally, in June 2007 the Agency for Financial Support in Agriculture and Rural Development was established with the Law on establishing Agency for Financial Support in Agriculture and Rural Development (IPARD Agency). The Agency tasks include utilization of the EU pre-accession funds in compliance with the criteria provided for in bilateral agreement between the country and the European Union; Implementation of the Common Agricultural Policy of the European Union in the country; Implementation of the Common Fisheries Policy of the European Union in the country; implementation of national assistance measures and measures determined by the government.

In addition to the Ministry and the Agency roles, the Secretariat for European Affairs and General Secretariat of Government in 2006, was strengthened with 19 staff, compared with the 4 people engaged in the Ministry.

Due to the necessity of inclusion of the EC recommendations and the actual needs for support of the agricultural policy in the process of approximation to the EU Common Agricultural Policy (CAP), and in relation to establishing an integrated Agricultural Information System (AIS), the "Sector for agricultural policy analysis (SAPA)" was established within the MAFWE, comprising three units. This Policy Unit covers the following elements: analysis of the agricultural policy, integrated data system for agricultural holdings (data bases and registers), including all elements of AIS Farm Monitoring System/Farm Accountancy Data Network (FMS/FADN), market information system for agricultural and food products, agricultural statistics and economic accounts for agriculture.

5.2 Composition of the programme, description of priorities and measures and budget

The IPARD Programme was prepared by the Ministry of Agriculture, Forestry and Water Economy with the support of an EU-funded Project Structural and Legal Reforms of MAFWE and in co-operation with other state agencies and coordinated with various non-governmental institutions (relevant social and economic partners) and stakeholders.

The set of priority axis and appropriate measures as outlined in the MIPD, at the beginning of the programme and in the first wave of accreditation were under:

Priority Axis 1

- Measure 101: Investments in agricultural holdings to restructure and to upgrade to Community standards;
- Measure 103: investments in the processing and marketing of agriculture and fishery products to restructure those activities and to upgrade them to Community standards.

Priority Axis 3

- Measure 302: Diversification and development of rural economic activities

A Supporting Measure 501: Technical Assistance for the implementation of the IPARD Programme 2007 – 2013 was accredited at in 2015. It covers costs related to: preparation, management, monitoring, evaluation, administrative support, information and communication, networking, control and audit activities. Legal basis for the arrangement of the Technical Assistance measure derives from Article 2, paragraph (1) of Regulation 236/2014 of the European Parliament of 11 March 2014 and Article 22, paragraph (1).

The three main measures to be applied under this IPARD Programme 2007 – 2013 were outlined in the Multi Indicative Planning Document (MIPD) developed for the purpose of the initial financing period starting 2007 until 2009. Additional measures were supposed to be introduced in second half of programme implementation between 2010 and 2013:

Priority Axis 1:

- Measure 102 Setting-up of producer groups;

Priority Axis 2:

- Measure 201 Pilot promotion of Agri-environment measures ;(Preparation for implementation of actions relating to environment and the countryside)
- Measure 202 Leader approach (Preparation and implementation of local rural development strategies)

Priority Axis 3:

- Measure 301 Improvement and development of rural infrastructure;
- Measure 303 Improvement of training

In advance to their introduction within this IPARD Programme 2007 – 2013 these measures were to be subjected to piloting with national funding or donor assistance in the immediate period before introduction under IPARD funding.

Due to several reasons, mainly connected to accreditation in this concerned implementation period, additional measures were not introduced in IPARD I Programme. With exception of Measures 102 and 303, other listed measures are being considered for implementation either under IPARD II or IPARD III. For Measure 301 the National Authorities have applied for accreditation, whereas measures 201, 202 and Measure on Advisory services are still under preparation.

The rules for implementing of the programme were provided by Commission Regulation (EC) No 718/2007 of 12 June 2007. This IPA consisted of five components with Component V being the programme supporting Rural Development (IPARD) and provides assistance for achieving three specific long-term objectives:

- i) Preparing the agro-food sector to meet the requirements of the EU acquis concerning the environment, animal health and welfare, plant health, public health and food safety and occupational safety;
- ii) Helping the beneficiary country to get ready for effective implementation of programmes under the European Agricultural Fund for Rural Development (EARDF) upon accession; and
- iii) Contributing to the economic development of rural areas.

The IPARD strategic planning process in the Republic of North Macedonia was initially introduced in the scope of a Multi-Annual Indicative Planning Document (MIPD), outlining the main priority areas for intervention. Accordingly, a Multi-Annual Operational Programme for the whole IPA implementation period 2007-2013 was prepared in the form of a National Agriculture and Rural Development Plan. The initial allocation of financial assistance to the Rural Development Programme under IPA Component V totalled €87.53 million.

In accordance with IPA implementing rules for component V, the following measures were eventually programmed under the IPARD programme 2007-2013 in the country:

- Under Priority Axis 1: Measure 101 "Investment in agricultural holdings" and Measure 103 "Investments in processing and marketing of agricultural products" with focus on the fruit and vegetable (fresh and processing), grapes and wine, milk and dairy and meat and meat products sub-sectors;
- Under Priority Axis 3: Measure 302 "Diversification and development of rural economic activities" targeting the assistance towards support for establishment of micro-enterprises and crafts in rural areas and support to rural tourism development;
- Measure 501 "Technical Assistance".

Programme budget

The ex post evaluation of the IPARD Programme 2007 – 2013 takes as its point of departure the modified budget prepared after the 8th modification of the programme. The modified budget is presented in the table below, distributed on measures and priority sectors as well as on total, public funded and private funded investments.

Table 6 Programme budget after 8th modification 2015/2016

Measure	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
101 Total	16.373.267	10.211.443	8.266.025	1.945.418	6.161.824
Vineyards	3.274.653	2.042.288	1.653.205	389.083	1.232.365
Fruits	2.455.990	1.531.717	1.239.904	291.813	924.273
Vegs	2.619.723	1.633.831	1.322.564	311.267	985.892
Milk	3.602.119	2.246.518	1.818.525	427.993	1.355.601
Meat	3.765.851	2.348.631	1.901.186	447.445	1.417.220
Cereals	654.931	408.458	330.641	77.817	246.473
103 Total	17.192.044	8.596.022	6.447.017	2.149.005	8.596.022
Wine	515.761	257.880	193.411	64.46	257.881
F&V	1.891.125	945.563	709.172	236.391	945.562
Milk	3.438.409	1.719.206	1.289.403	429.803	1.719.201
Meat	8.596.022	4.298.011	3.223.508	1.074.503	4.298.011
Milling and cereals	2.750.727	1.375.363	1.031.523	343.840	1.375.364
302 Total	3.968.750	1.984.375	1.488.281	496.094	1.984.375
Non Agricultural	1.150.938	575.469	431.602	143.867	1.150.938
Diversification	793.750	396.875	297.656	99.219	793.750
Agri services	595.312	297.656	223.242	74.414	595.312
Rural tourism	1.428.750	714.375	535.781	178.594	1.428.750
Grand total	37.534.061	20.791.840	16.201.323	4.590.517	16.742.221

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

In total, 37.5 million EUR were planned to be invested through the IPARD programme 2007 – 2013, of which 16 million EUR were support from EU, 4.6 million EUR were support from the national budget, while 16.7 million EUR were provided by the private sector. The uptake of funds will be evaluated based on this revised budget.

5.3 Institutional framework

The IPARD Programme 2007 – 2013 was designed to be implemented in the context of a well-established framework of national policies that are based on *a satisfactory system of administrative definitions and statistical information on rural areas and activities performed in such areas*. The Ministry of Agriculture, Forestry and Water Economy (MAFWE), with its sectors, administrations and inspectorates, is in charge of drafting the legal acts in the field of agriculture and rural development. In order to implement the IPARD Programme 2007-2013, the following institutions were established in 2007.

Managing Authority

MAFWE is the ministry overall responsible for rural development in the country. Within MAFWE, the Sector for Rural Development is responsible for the management of national funds for rural development, while the Managing Authority (MA) is responsible for the management of EU funds for rural development, according to the publication of the Government Decision (OG 05/2006). The MA is solely responsible for performing the management functions of programming, monitoring and evaluation, reporting, coordination and publicity of the IPARD Programme, organising the Monitoring Committee.

The main functions and responsibilities of the Managing Authority were outlined in Article 13 of the Sectoral Agreement and focus on the Programming, Monitoring, Evaluation, Reporting, Coordination and Publicity of the IPARD Programme.

The Managing Authority should carry out of the following tasks:

- a. drafting of the IPARD Programme;
- b. ensuring that operations are approved and funded in accordance with the criteria and mechanisms applicable to the IPARD Programme, and that they comply with the relevant Community and national rules;
- c. IPARD Programme monitoring and assisting the work of the IPARD Monitoring Committee as defined in Article 61, notably by providing the documents necessary for monitoring the quality of implementation of the IPARD Programme;
- d. drawing up the sectoral annual and final implementation reports as defined in Article 68 and, following consultation with the IPARD Agency, and after their examination by the IPARD Monitoring Committee, submitting to the Commission, the National IPA Co-ordinator (NIPAC) and the NAO;
- e. setting up, maintaining and updating the reporting and information system to gather financial and statistical information on progress of the IPARD Programme, (if the setting up of such a system is not undertaken by the IPARD Agency), and shall forward this data to the IPARD Monitoring Committee, in accordance with arrangements agreed between the country and the Commission, using where possible computerised systems permitting the exchange of data with the Commission.

The Managing Authority shall propose adjustments of the IPARD Programme to the Commission and to the NIPAC after consultation with the IPARD Agency and following agreement by the IPARD Monitoring Committee.

The Managing Authority was to be responsible for ensuring that the relevant authorities are informed of the need to make appropriate administrative changes when such changes are required following a Decision by the Commission to amend the IPARD Programme.

The Managing Authority was to, each year of the programme, to present an action plan for the operations envisaged under the Technical Assistance measure, which shall be submitted to the IPARD Monitoring Committee for agreement.

The Managing Authority had to consult and inform the Commission each year, having taken advice from the IPARD Monitoring Committee, of the initiatives taken and those to be taken, with regard to informing the general public about the role played by the Community in the IPARD Programme and its results.

Importantly, the MA had to ensure that IPARD Programme evaluations are conducted and conform to the common monitoring and evaluation framework and for submitting evaluations undertaken to the relevant national authorities and the Commission.

Monitoring and Evaluation

Monitoring and evaluation is designated to the Managing Authority according to Article 13(2)(c) and 13(7) of the Sectoral Agreement, within the Ministry of Agriculture, Forestry and Water Economy, and although some monitoring was conducted the task of evaluation of the programme, with regard to its implementation and impact on the beneficiaries of the programme has not seen to have been performed. It must be emphasised that standard procedures for MA do not include the tasks of accomplishment of evaluations, but only to organise the evaluation if decided by MA and the MC. It is NOT the task of the MA to conduct evaluations themselves, unless decided explicitly to do so. Evaluations are typically defined as external, independent operations.

There were delays in establishing a monitoring unit and its capacity is still assessed as limited lacking key staff.

Two offices are established within the Managing Authority: The Unit for Monitoring and Reporting and Unit for Programming and Evaluation of IPARD funds. The Unit for Monitoring and Reporting was staffed with four employees, and is tasked with collecting data on projects implementation, which is itself organized and provided by the PA. Upon request, the PA is supposed to provide any type of breakdown of data from its databases, so to let the Unit for Monitoring and Reporting perform any possible analysis may be deemed necessary.

The Unit for Programming and Evaluation of IPARD funds is designed to be staffed with four employees as foreseen in the organigram. Most of the activities of such office were reported to be devoted to the programming (preparation of IPARD II).

The indicators presented in the first version of the programming document were firstly revised by a TA (external) project, the contribution of which has been included in the next version of the Programme, so that the original indicators have been simplified and rendered more easily collectable.

The concentration of work of Unit for Programming and Evaluation of IPARD funds during IPARD Programme 2007 – 2013 implementation has been on internal monitoring and assessing various topics relevant for the on-

going implementation of the programme, including the accessibility to the programme for the beneficiaries, situation with the distribution of information about the programme to the final beneficiaries, challenges the beneficiaries faced during filling applications, challenges beneficiaries faced in obtaining documents and additional financial aid, as well as performance of the staff of the managing authority and other relevant stakeholders (NEA) in communication with beneficiaries.

The internal monitoring and review of the implementation of the IPARD Programme led to 8 modifications.¹³

There was also foreseen to be a Steering Committee (SC) on evaluation to be formed and appointed in summer 2014. The principal role of a Steering Committee for evaluation is to manage and monitor all activities related to implementation of external independent evaluations. This means identifying and confirming the needs for an evaluation, confirming the core evaluation questions and objectives of the evaluation, Terms of references, implementation of Call for tender, assessment of proposal and the selection of a successful evaluator. The SC is also monitoring the implementation of the decided evaluations, including the final reports before these are submitted to the Monitoring Committee for final approval and eventually submission to the EC. This steering committee is believed to have met only once and this involved transfer of funds to an EU Single Trust Fund for Rural Infrastructure (18 mln Euros). The continued need for this steering committee was not required following the allocation of funds to the Trust Fund and it has not proved to be necessary in the subsequent IPARD II programme.

Social inclusion / partnership

With respect to the Article 59 Partnership outlined in the Sectoral Agreement for IPARD the assistance under the IPARD Programme 2007-2013 is implemented through close consultations (hereinafter referred to as "partnership") between the Commission and with the authorities and bodies designated by the country under national rules and practices, including:

- (a) the competent regional, local authorities and other public authorities;
- (b) the economic and social partners;
- (c) any other appropriate body representing civil society, nongovernmental organisations, including environmental organisations, and bodies responsible for promoting equality between men and women.

The partnership is involved in the preparation, implementation, monitoring and evaluation of the IPARD Programme and involve all appropriate partners at the various programming stages, due regard being had to the time limit set for each step.

¹³ Source: Annual Reports for Implementation of the IPARD Programme 2007-2013 for year 2010, 2011, 2012, 2013, 2014, 2015, 2016 and Final Report on the Implementation of the IPARD Programme 2007 -2013 for the period 01.01.2007 – 31.12.2017 issued by IPARD Managing Authority:

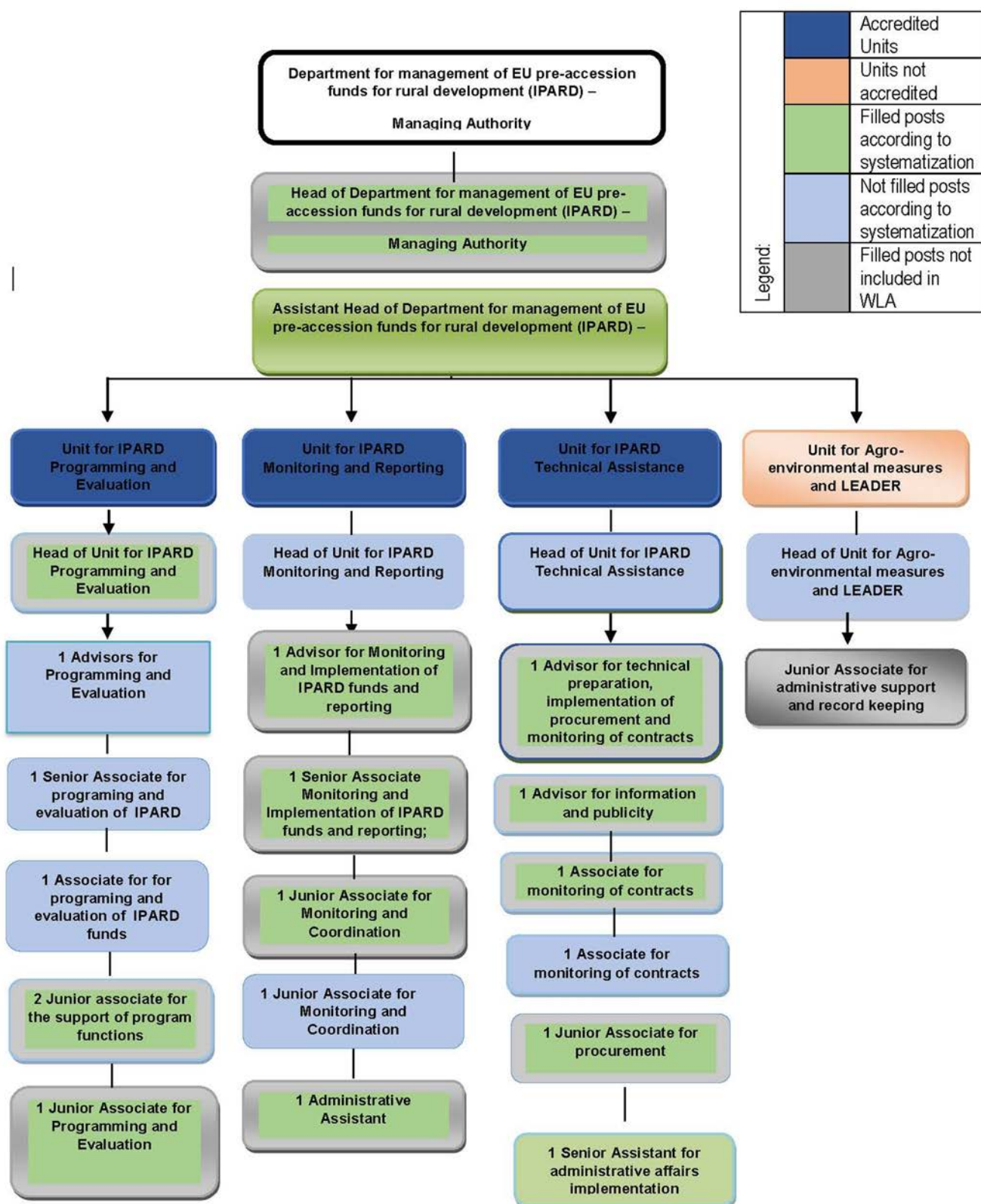


Figure 1 Managing Authority – organization structure 2007 - 2013

Monitoring Committee

The Managing Authority (MA) had an important role it was supposed to fulfil in the monitoring and evaluation of the programme. The Managing Authority and a duly appointed Monitoring Committee for the rural development component (IPARD Monitoring Committee) were to be responsible for the monitoring of the effectiveness and the quality of the implementation of the IPARD Programme and its governance. The MA was to report to the IPA Monitoring Committee and to the Commission on progress of the measure's implementation. It was designed in the programme documents that the MA should monitor the progress, efficiency and effectiveness of the IPARD Programme in relation to its objectives and for this to be measured by means of indicators relating to a baseline situation as well as to the financial execution, outputs, results and impact of the programme.

This monitoring was to be carried out by reference to relevant physical, environmental and financial indicators. These indicators, concerning the inputs, the outputs and the results of the IPARD Programme, will relate to the specific character of the assistance concerned, its objectives and the socio-economic, structural and environmental situation.

The IPARD Programme specified a limited number of additional indicators specific to that Programme that were also to be monitored by the MA.

It is interpreted that the responsibility for the organisation of the Monitoring committee was also vested in the MA. This was in accordance with Article 36 of the IPA Framework Agreement, the IPARD in which the Monitoring Committee was to be set up by within six months after the entry into force of the IPA Implementing Regulation, after consultation with the Commission and the partners.

The designated role of the IPARD Monitoring Committee was to satisfy itself as to the effectiveness and quality of the implementation of all expenditure under the IPARD I Programme 2007 – 2013 and subsequent IPARD programmes. The IPARD Monitoring Committee was to consider the progress and impact of co-financed expenditure and to make recommendations in this regard to the Managing Authority, the relevant Implementing Body (IPARD Agency) and the Ministry of Finance (NAO, NF).

In this way the monitoring of the Programme carried out by the Managing Authority was to be scrutinised under the supervision of the IPARD Monitoring Committee.

The IPARD Monitoring Committee (MC) was established in accordance with article 36 of the IPA Framework Agreement and is also in line with requirements of the Sectoral Agreement, by a ministerial Decision No.02/1602/1 from 6th of February 2009. It comprised of 20 members with voting rights, including the Chairperson, divided equally between governmental and non-governmental representatives. These members were usually changed during the time of Programme Implementation, but their distribution looks as it follows:

1. Governmental representatives

- 3 representatives from MAFWE,
- 1 representative from the Ministry of Economy,
- 1 representative from the Ministry of Environment and Spatial Planning,
- 1 representative from the Ministry of Local Self-government,
- 1 representative from the Ministry of Culture,
- 1 representative from the Secretariat of European Affairs,
- 1 representative from the National Extension Agency and

- 1 representative from the Agency for Support of the Entrepreneurship.

2. Non-governmental representatives

- 1 representative from the Chamber of Commerce of Macedonia,
- 1 representative from the Association of Chambers of Commerce,
- 1 representative from the Macedonian Association of Processors,
- 1 representative from the Federation of Farmers of Macedonia,
- 1 representative from the Association of Farmers of Macedonia,
- 1 representative from the Craft Chamber,
- 1 representative from the Federation of Woman Farmers,
- 1 representative from the Faculty of Agricultural Sciences and Food,
- 1 representative from the Association of Local Self-government Units and
- 1 representative from the Movement of Ecologist of Macedonia.

Representatives from the Commission, the National Authorization Officer (NAO), the IPARD Agency Director and the Head of the MA participated in the work of the MC without voting right.

The work of the MC was guided by Rules of Procedure, in accordance with which it oversees the effectiveness and the quality of IPARD implementation with regard to programme objectives. The Rules of Procedure also defined the task of the Secretariat of the MC, whereby the MA was responsible for the preparation of all materials (incl. reports, analyses, proposals, etc.) necessary for the effective monitoring of Programme implementation.

The MA was also responsible for the organization of the MC meetings and its activities.

On the 8th meeting of the Monitoring Committee (in 2011), MC obliged the IPARD Agency and the Managing Authority, to prepare analysis on the need of introduction of new measures (rural infrastructure, agro-environment and LEADER) in the IPARD Programme.

During implementation of IPARD Programme 2007-2013, the Monitoring Committee held 17 meetings. In this period the Committee amended the IPARD Programme on eight occasions. Among all modifications, the fourth modification (2012) was assessed as most significant since agricultural machinery was included as eligible for co-financing and amendments to Programme criteria were announced as finalised. The Programme was also modified to respond to the aftermath of the floods that greatly affected the territory of the Republic of Macedonia.

Macedonia was hit by floods and landslides when of 43 municipalities that reported floods damage, 18 municipalities reported damages and losses in agriculture in the amount of 13,7 million Euros. Agriculture was one of the most affected sectors from these floods counting to 38% of the total damages and losses. The increased rates of co-financing were applicable only to investment projects from the flooded areas approved in the public call IPARD 02/2014, as well as investment projects from all future public calls of IPARD 2007-2013. There were eventually 350 beneficiaries of this emergency component of the programme.

At the 15th meeting, the Monitoring Committee obligated the Managing Authority to establish a working group with representatives from the Managing Authority, IPARD Agency, Commission on Rural Development, NEA, representatives of the Ministry of Transport and Communications, Association of Farmers, Federation of Farmers and Union of Farmers, in order to remove the problems when applying for IPARD Programme funds. Furthermore, the Committee entrusted ZELS to convene a working meeting within its Commission for Rural

Development with participating representatives of the Ministry of Transport and Communications and the Mayors in order to overcome the obstacles regarding the issuance of construction permits.

As the body responsible for Programme monitoring, the Managing Authority established a set of indicators to measure the progress, efficiency and effectiveness of the IPARD Programme in relation to its objectives. These indicators, concerning the inputs, the outputs and the results of the IPARD Programme, were related to the specific character of the assistance concerned, its objectives and the socioeconomic, structural and environmental situation. Also, the indicators served as tool for evaluation purposes, publicity actions and Programme management(modification). IPARD Agency acted as main data provider to Managing Authority, respecting the previously defined principles of monitoring and frequency of data reporting to the Managing Authority. During the implementation of the Programme, the monitoring system was modified to properly reflect the changes in the Programme.

The European Commission participated in an advisory capacity and it was intended that Representatives of the international donor community and IFI's to be invited in a role of observers for informative purposes and for the purpose of sustaining the overall effort where appropriate with funds.

The Director of the IPARD Agency and the NAO were to attend without voting rights and shall participate in the meetings and the work of the IPARD Monitoring Committee as to implement their reporting role to the respective members.

Other government and non-government institutions were to take part of the meetings with regards of the proposed Agenda or proposal and consent of the members of the IPARD Monitoring Committee.

National IPA Coordinator (NIPAC)

The NIPAC is established in the capacity of the Vice Prime Minister responsible for EU integrations as the main counterpart of the Commission for the overall process of: strategic planning, coordination of programming, monitoring of implementation, evaluation and reporting of IPA II assistance. According to Annex A of the Framework Agreement, NIPAC:

- (a) take measures to ensure that the objectives set out in the actions or programmes for which budget implementation tasks have been entrusted are appropriately addressed during the implementation of the pre-accession assistance.
- (b) coordinate the drawing up of an evaluation plan in consultation with the Commission presenting the evaluation activities to be carried out in the different phases of the implementation.

NIPAC is also be responsible to endeavour that the IPA II administration takes all necessary steps to facilitate the implementation of the IPA II related programmes.

The implementation of the NIPAC functions are supported by Secretariat established within administrative department/unit in the Secretariat for European Affairs (NIPAC Secretariat).

National Authorisation Officer (NAO)

According to Article 9 of the IPA II Implementing Regulation, the NAO shall bear the overall responsibility for the financial management of IPA II assistance and for ensuring the legality and regularity of expenditure. The functions of NAO are designated in the capacity of nominated capacity of senior official within the Ministry of Finance. The NAO is acting as the sole interlocutor with the Commission for all questions relating to IPARD.

The NAO shall assess any proposed changes in the implementing or paying arrangements of the operating structure and management structure. The NAO shall inform the Commission, with copy to the Audit Authority, of any substantial change, including NAO's assessment.

National Fund (Ministry of Finance) NF

According to Article 10 of the Framework Agreement For the purpose of implementing the functions, NAO shall establish a management structure composed of a National Fund (NF) and a support office for the NAO.

The NF is a body located in the Ministry of Finance and has central budgetary competence and act as central treasury entity. The NF is in charge of tasks of financial management of assistance under IPA, under the responsibility of the NAO. It shall support the NAO in fulfilling his/her tasks, in particular those of management of IPA II accounts and financial operations and shall be in charge of tasks of financial management of IPA II assistance, under the responsibility of the NAO

The NF in particular is in charge of organising the bank accounts, requesting funds from the Commission, authorising the transfer of funds from the Commission to the operating structures or to the final recipients, returning funds to the Union budget following recovery orders issued by the Commission and the financial reporting to the Commission.

The Audit Authority (AA) has been recently administratively separated from NAO, but its audit annual plan is still subject to NAO approval.

Audits

Regular Audits were performed by the Audit Authority issuing reports with remarks and recommendations to the Managing Authority and Paying Agency. The range of audits was wide and included internal audits performed by the institutions involved in the management and implementation of the Programme and external audits of the Audit Authority for Audit of IPA instruments (AA) and the EC.

The supervision and control over the IPARD Programme 2007 – 2013 was performed, at the national level, by the National Accreditation Officer (NAO), who was in charge of the Risk Management of IPARD I. The Audit Authority (AA) was administratively separated from NAO, but its audit annual plan was still subject to NAO approval.

The audits which were performed on the IPARD Agency on the Authority of the MA and addressed its capacity for selecting, contracting, controlling and paying the projects. During the programme implementation a number of issues were identified, some of these were classified as major risks. The findings included¹⁴, both major risks and medium risk findings came to evidence. Among the major risks' findings were:

- Use of non-confirmed information from the applicant
- Variance between realized investments and business plan provisions
- Accepting inadequate documentation regarding the origin of the equipment from companies different from the selected supplier

¹⁴ Identified in the course of the verification visits performed in 2012 by the AA on behalf of NAO.

This led to a number of decisions for the recovery of funds with an approximate value of 14.2 Mln. EURO in 2012. This led the PA to run 15 internal audits, monitored by NAO through the “Table for monitoring the implementation of the audit recommendations” submitted by IPARD Agency.

In 2013, three verification visits were performed at the PA by NAO, in order to follow up implementation of the recommendations given with the Final Reports from the verification visits conducted during 2012, plus supervise the management and control systems and to verify that the IPARD Agency was practically using prescribed internal control procedures in order to protect financial interests of the Republic of Macedonia and the European Community. The result of these interventions was an outcome that the NAO considered that appropriate controls are being applied and implemented according to the prescribed Manual of Procedures.

During the verification visits, under IPARD Programme 2007 – 2013, the working capacity of the PA was continually assessed, and according to the organigram there is “a constant and severe lack of resources.”¹⁵

The overall system of audits was conceived in order to assure a “sound financial management”, so to avoid bad experiences observed in other countries and a finding is that the control system helps the MA maintaining the logical framework that originates from the identification of priority needs to the eligibility criteria.

However, the IPARD Programme 2007 – 2013 was very rigid, in terms of its implementation. To illustrate it only needs to look at the numbers of approved and finally paid projects. The purpose of the Auditing procedure is to ensure that rules are being adhered to. The conclusion is that the eligibility criteria and requirements for documentation are overly complicated and a simplified procedure still has some merit in improving the appeal and uptake of future programmes¹⁶. This requires a considered trade-off, in place: either to render the administrations (namely, the PA) error-proof, or to render the Programme more “friendly” to applicants. During IPARD Programme 2007 – 2013 the burden of the huge required documentation, and the long selection process, was seen to be directly derived from the “sound financial management” policy. This was relaxed in later Calls but is now reported that the burden of responsibility is now returned to applicants to produce complete documentation at the application stage is now re-introduced with an expected negative impact on receiving and approving projects.

The Agency for Financial Support for Agriculture and Rural Development (AFSARD)

This agency commonly referred to as the Paying Agency/IPARD Agency, was created to deal with the implementation functions of the IPARD programme (publishing calls, selection of applications, contracting, payment, and control). The financial management of the Paying Agency is aligned to the financial management principles of the European Agricultural Fund for Rural Development.

The agency was established with the Law on establishing Agency for Financial Support in Agriculture and Rural Development adopted on 1 June 2007 (OG.72/07) as an independent body of the state administration with a status of legal entity located in Skopje.

The Agency was tasked with the responsibility for the:

- Implementation of the agricultural policy and support to rural development of the country;

¹⁵NAO verification report 2012

¹⁶An observation first made in the On-Going Evaluation in 2015.

- Utilization of the EU pre-accession funds in compliance with the criteria provided for in bilateral agreement between the country and the European Union;
- Implementation of the Common Agricultural Policy of the European Union in the country;
- Implementation of the Common Fisheries Policy of the European Union in the country;
- Implementation of the government assistance measures within the agriculture and
- Implementation of other measures determined by the Government

To function the Agency was required, for, the purpose of utilization of the IPARD funds, to receive accreditation from the National Authorizing Officer and the European Commission for its actions under each measure of the programme. The manner and procedure on receiving accreditation from the National Authorizing Officer was closely regulated by the Government, and the manner and procedure on receiving accreditation from the European Commission shall be governed by bilateral agreements between the country and the European Union. Under IPARD 1 at the beginning of the implementation period 3 measures had been accredited with a fourth being approved (501) at a later time.

The Paying Agency under these measures was tasked with an agreed schedule of implementing and paying tasks. In the programme design (and as amended) these were:

- a. arranging for tendering procedures, grant award procedures, the ensuing contracting, and making payments to, and recovery from, the final beneficiary
- b. ensuring that the NAO, the National Fund and the Managing Authority receive all information necessary for them to perform their tasks;
- c. selecting and checking operations in accordance with the criteria and mechanisms applicable to the IPARD Programmes, and complying with the relevant Community and national rules;
- d. carrying out checks to ensure that the expenditure declared has actually been incurred in accordance with applicable rules, the products or services have been delivered in accordance with the approval decision, and the payment requests by the final beneficiary are correct. These checks were to cover financial, administrative, technical and physical aspects of operations, as appropriate;
- e. making calls for applications and publicising terms and conditions for eligibility;
- f. checking of applications for approval of projects against terms and eligibility conditions, and compliance with the Agreements including, where appropriate, public procurement provisions;
- g. laying down contractual obligations in writing between the IPARD Agency and the final beneficiaries including information on possible sanctions in the event of non-compliance with those obligations and, where necessary, the issue of approval to commence work;
- h. execution of on-the-spot checks to establish eligibility both prior to and following project approval;
- i. follow-up actions to ensure progress of projects being implemented;
- j. reporting of progress of measures being implemented against indicators;
- k. ensuring that the final beneficiary is made aware of the Community contribution to the project;

Organizational Structure

➤ Sector of Internal Audit

Sector of Internal Audit (SIA) is an independent organizational unit responsible for organization, implementation and coordination of the internal audit in the AFSARD. On the basis on analysis SIA determines risk areas that are going to be audit and provides advices to AFSARD Director regarding reduction of risk originator. SIA also controls the accuracy and completeness of the accounting records and financial reports, establishes and assess the compliance of the AFSARD operation with the laws, by-laws and internal acts of

the AFSARD and monitors the implementation of the ongoing measures by the Director of the AFSARD on the basis of the audit report. In order to provide quality performance of the abovementioned activities, SIA has established close cooperation with relevant external domestic and EU audit experts.

➤ *Sector for Direct Payments*

Sector for Direct Payments is responsible for realization of the measures for direct payments in agriculture, implementation of the national measures for support of less favored regions, and implementation of agro-environment measures.

Considering the number and complexity of the direct payments measure, starting from this year, regional offices of the Ministry for Agriculture, Forestry and Water Economy will start processing the application and the initial administrative control of the application for financial support. The regional offices will start processing the application for financial support according with the work procedures adopted by the AFSARD. Afterwards, the application will be proceeded to the AFSARD for further administrative control, authorization of the payment of the complete and eligible applications, as well as there archiving. In order to establish appropriate handling of all received applications for financial support the Sector for Direct Payments is going to have information support through software that is currently under preparation.

➤ *Sector for Project Approval*

Sector for Project Approval is responsible for implementation of the national Programme for financial support in rural development, as well as for implementation of the EU pre-accession assistance measures after finalized accreditation. This Sector is the initial filter for assessment and approval of projects that are going to be financed by the EU pre-accession assistance for rural development.

➤ *Sector for authorization of payment*

Sector for authorization of payment is responsible the national Programme for financial support in rural development, as well as for implementation of the EU pre-accession assistance measures after finalized accreditation. Within their competency is the proceeding of the application for payment, controlling the completeness and eligibility of the submitted financial documentation, analysis of the on the spot control, authorization of payment, as well as monitoring the project five years after the last payment.

➤ *Sector for control*

The Sector for control as organizational unit is responsible for on-the-spot control to legal and natural persons who are applicants or beneficiaries of the programmes for financial support of the rural development financed by the budget of the Republic of Macedonia or the EU budget. This Sector has a right to perform on-the-spot control before the project is approved, before authorization of payment, ex post controls, as well as additional on-the-spot controls if needed or after reported irregularities.

➤ *Sector for financial affairs*

Main responsibility of the Sector for Financial Affairs is execution of payments on the basis of the measure from the national programs for financial support as well as measures from the IPARD Programme 2007-2013.

Despite the payments, this sector records the payments done from the Budget of the AFSARD. The primary tasks of this Sector are done by adequate software for execution of payment, accountancy register, as well as preparing reports for financial and accountancy working of the AFSARD.

➤ *Sector for general and legal affairs*

The Sector for general and legal affairs through the Unit for Legal Affairs provides legal assistance to other organizational units within AFSARD in order to facilitate the implementation of the national measures for agriculture and rural development policy, as well as the measure for financial support from the IPARD Operative Programme after the accreditation of the AFSARD.

A special emphasis is placed on involving this sector in the process of drafting and publishing public announcements, templates of contracts, providing legal opinions and etc. Within this sector is the Unit for Budget and Administrative Support that is responsible for planning and utilization of budgetary funds intended for implementation of AFSARD activities.

➤ *Unit for Human Resources Management*

Unit for Human resources management performs activities related to employment of highly qualified civil servants, proposing training programs for improvement of the employment's knowledge and occupation skills. In order to improve the efficiency of the employed, this unit applies contemporary methods from the area of human resources management.

Some of the especially important activities of the Unit for Human resource management are the following:

- carrying out transparent employment procedure within the Agency for the purpose of occupying the available work posts,
- taking care of the rights and liabilities coming out of the employment contract of each of the Agency's employees,
- preparation and implementation of the human resources development program within the Agency,
- identifying necessary, and proposing training programs for the Agency's employees,
- carrying out assessment system, career planning and stimulation,

➤ *Sector for Information and Communication Technology*

Sector for Information and Communication Technology (SICT) is authorized for establishment, development and management of the information infrastructure and ICT system of the AFSARD in compliance with legislation of Republic of Macedonia, EU standards and generally accepted international standards, development and maintenance of databases necessary to the AFSARD, as well as introducing and maintaining protection measures of the AFSARD information infrastructure and ICT system.

In accordance with the efficiency improvement of the work of AFSARD referring implementation of the measures for agriculture and rural development, SICT develops sophisticated software solutions in compliance with EU standards.

5.4 Review of the Accreditation Process

On 04.02.2009 a technical meeting with services from EC DG Agri in Brussels was held, where the progress made by the IPARD operating structure was presented. As agreed on the technical meeting, the final accreditation package was completed, and it was sent to NAO in expectation of official national accreditation and signature of statement of assurance to be sent to EC DG Agri services. Thus, on 05.03.2009, the National

Accrediting Officer has given a national accreditation to the IPARD Operating Structure and the process of preparation for Conferral of Management was launched.

Furthermore, on 20-21.04.2009 the operating structure had a technical meeting with the DG Agri Services concerning the officially presented accreditation package which was a subject of thorough discussion. It has been concluded that the comments concerning each procedure presented was expected to be introduced in the procedures in order to close all possible gaps. During April the operating structure has received the official Letter of Recommendations and Observations from the technical meeting held on September 2008. Concerning the recommendations stated in the letter, the operating structure proceeded towards implementation of the specific recommendations. During June 2009 the operating structure prepared for a technical meeting concerning the audit performance of the Audit Authority preparation for conferral of management. During the meeting, an on the spot control was organized for assessing the readiness of the employees for performing on the spot checks. Following the on the spot control, an authorisation of payment was prepared on order to present the process of interpretation of the report from on the spot. After the meeting a small number of modifications on the internal procedures for work and certain forms were introduced due to comments from the EC Auditors. These modifications were included in the conferral package which was submitted on 29th of June 2009.

This first round of the accreditation process included the measures 101, 103 and 302, while later in the programme implementation Measure 501 for Technical Assistance, were added. The start of the IPARD I programme was preceded by a conferral of Management Aid by the EC which was granted to the relevant institutions in a commission decision¹⁷ on 18.12.2009.

The conferral of management of funds under measure 501 Technical assistance was granted by the European Commission to Republic of North Macedonia on 15th September 2015.¹⁸

The accreditation process required that the Managing Authority and Paying Agency undertook a process and period of self-assessment, independent audit and national accreditation before the request could be sent to the European Commission for final approval. The first call was launched almost immediately after conferral of management in 2009. This included call for projects under Measures 101 103, and 302 of the IPARD I Programme 2007 - 2013. Measure 501 would be accredited at a later stage. Additionally, a number of measures was planned to be accredited in the period of implementation of the first IPARD programme. These included measures under:

Priority Axis 1:

- Measure 102 Setting-up of producer groups;

Priority Axis 2:

- Measure 201 Pilot promotion of Agri-environment measures ;(Preparation for implementation of actions relating to environment and the countryside)
- Measure 202 Leader approach (Preparation and implementation of local rural development strategies)

Priority Axis 3:

- Measure 301 Improvement and development of rural infrastructure;

¹⁷ EC Decision C2009/987/EU

¹⁸ EC Decision C 2015/ 6215/EU

- Measure 303 Improvement of training

These measures required further procedural improvements and to date this list of accreditations is not complete.

Information Dissemination (Publicity Activities)

The Evaluation Team had discussions with the NEA, subsequently reported to the MA and PA, on the effectiveness of the past and current information dispersion systems in place. A significant concern is that the NEA, given the potentially greater interest in programmes does not have the human capacity or geographical coverage to provide follow up support to potential applicants and also it still has only the ability to support applicants under measure 101. The other key institutions supporting other measures also have human resource limitations.

There were no information or dissemination events detailed in the Final Report or by the MA before 2010.

Communication and Publicity Activities in 2010

In 2010, there were:

- 20 IPARD Info-days
- 12 presentations at agricultural events
- 7 panel discussions were held on issues concerning the implementation of IPARD Programme with representatives of agricultural associations, as well as 2 TV broadcasted Panel Discussions.
- circa 20.000 IPARD brochures in three editions were distributed as a flyer in National Newspapers
- newspapers. 2 on Macedonian language and 1 on Albanian language.
- 4.000 application forms (accompanied with guidelines) were distributed to all regional offices of NEA a day before the announcement of the public call for IPARD funds. This was later corrected and modified as the original contained mistakes.
- The level of Public Interest was high with, at the beginning of 2010, the national electronic and print media registering more than 200 publications on the subject of IPARD. The IPARD dedicated website recorded over 30.000 visits.

The number of applications received under the 2010 Call was 112 applications.

Communication and Publicity Activities in 2011

There were three Public Calls in January February and March. Prior to these the Managing Authority organised:

- 63 info days in different locations attended by circa 1800 potential beneficiaries
- An application package was prepared and printed in 2.200 copies and distributed to all regional offices of NEA.
- A brochure was printed in 15.000 copies and distributed via daily newspapers as a free sample.
- The Managing Authority at the beginning of the year held informative meetings with media representatives. The attendance was not reported in the Final Report.

The response was that 226 applications were received in total from the three Calls.

Communication and Publicity Activities in 2012

There were two Calls in 2012 for which the Managing Authority organised:

- 10 Info days in five statistical regions in the Municipalities of Kicevo, Demir Hisar, Demir Kapija, Kavadarci, Krusevo, Bitola, Sveti Nikole, Kocani, Valandovo and Strumica these were attended by approximately 250 potential beneficiaries,
- in cooperation with the National Extension Agency (NEA) has expanded its activities by organising a campaign called "learning About IPARD" the Outreach of this programme was not reported.

The Info days were concentrated in five of the eight statistical regions (South Eastern, Pelagonija, Vardar, South Western and East) The regions not covered were Polog, North Eastern and Skopje. The net effect of the campaigns of 2012 resulted in 128 applications being received from the two Calls. There was observed to be a concentration of interest in the areas covered by info days and within the main operating area of the NEA and eventually most of the total submitted applications came from the region of Pelagonija (1.293), Vardar (678), East (314) and Southeast (304).

Communication and Publicity Activities in 2013

For better information to the potential applicants it was decided to:

- Provide the IPARD Programme (consolidated version) translated by MAFWE in Macedonian and Albanian language and for this to be posted on the website.
- 11 info days were organised.
- Nine days of training - workshops was provided for the employees of National Extension Agency (NEA),
- For advisors on the changes in the programme and improve their TA in preparing applications.
- two one-day trainings for private consulting companies in order to familiarize with the new modifications in the IPARD Programme and to provide better quality of IPARD projects.
- on the initiative of the Economic Chamber of Macedonia, Managing Authority held 11
- meetings with members of the chamber and conducted 11 panel discussions.
- the new modifications of the IPARD Programme were distributed through NEA regional offices to potential beneficiaries of IPARD funds. The quantity distributed was not reported.

There was 1 call in 2013 for which 401 applications were received. The increase in uptake is largely attributed to the inclusion of machinery, specifically tractors in the list of eligible investments.

Communication and Publicity Activities in 2014

In the 2014 the publicity activities were restricted by Presidential and Parliamentary elections and during the period of February-April 2014, the MA employees were restricted to providing information directly for clarification of rules of the programme to 30 potential applicants at the MAFWE premises and via electronic communication.

When the 10th call was launched the MA organised:

- 21 info days were organized and in the period between June to December
- two workshops dedicated to primary agricultural production and the role of IPARD in supporting it and processing industry in the Republic of Macedonia and the possibility to modernize it through the IPARD funds. Both workshops were attended by more than 100 representatives from the Economic Chamber of Macedonia, Chamber of North-Western Macedonia, Association of Farmers, Macedonian

Association of Processors, Federation of Farmers of RM, cooperatives, individual farmers, representatives of processing industries, etc.

- 3 Individual working meetings on the subject of IPARD were organized with the canning industry, the slaughter industry and dairy industry.
- With NEA it held a training / workshop on IPARD with the NEA advisors.
- For M101 and M103 8.000 copies information brochures were prepared and these were distributed at the info-days ant MAFWE regional offices and NEA.

The response of the two calls in 2014 was significantly higher with 883 applications being received. This is mainly attributed, however to the 4th modifications in the IPARD programme that removed a number of barriers to applicants and increased the uptake.

Communication and Publicity Activities in 2015

There were two calls in 2015. During this year the Managing Authority:

- Redesigned the website www.ipard.gov.mk
- Organized trainings for NEA advisors in the six regional offices in Skopje, Bitola, Tetovo, Strumica, Stip and Kumanovo.
- Organised 36 info days.

5.5 Timeliness of the implementation process

During implementation period of IPARD Programme 2007 – 2013, 12 public calls were announced for 3 measures. Although the results of the implementation of the IPARD Programme 2007– 2013 shows weak utilization of the funds, the interest and the need for using funds from IPARD was high. Interest peaked when the programme allowed for the funding of tractors after 2013.

Table 7 Implementation financial tables, IPARD Programme 2007-2013

Measure	Number of beneficiaries	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
101 Total	1032	16895263	8.833.596	6.832.005	2.001.591	8.061.667
Vineyards	197	2.284.650	1.179.815	884.886	294.929	1.104.835
Fruits	436	4.885.716	2.709.337	2.035.815	673.522	2.176.379
Vegetables	387	8.116.428	4.115.275	3.289.427	825.848	4.001.153
Milk	5	1.130.761	590.251	442.688	147.563	540.510
Meat	7	477.708	238.918	179.189	59.729	238.790
Cereals	0	-	-	-	-	-
103 Total	41	11.504.056	5.803.610	4.352.707	1.450.903	5.700.446
Wine	5	1.401.713	701.043	525.782	175.261	700.670
Fruits & Vegetables	20	7.886.025	3.979.629	2.984.721	994.908	3.906.396
Milk	11	1.016.278	518.089	388.567	129.522	498.189

Meat	5	1.200.040	604.849	453.637	151.212	595.191
Milling and cereals	0	-	-	-	-	-
302 Total	18	3.832.313	1.554.264	1.243.411	310.853	2.278.049
Non Agricultural	13	3.362.573	1.293.298	1.034.638	258.660	2.069.276
Diversification	4	293.361	162.978	130.383	32.596	130.383
Agri services	0	-	-	-	-	-
Rural tourism	1	176.378	97.988	78.390	19.598	78.390
Grand total	1091	32.231.632	16.191.470	12.428.123	3.763.347	16.040.162

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Effectiveness of the programme

Technical effectiveness is measured as the ratio of number of beneficiaries during the programme implementation related to the target set in the programming phase. In total 1091 beneficiaries have benefitted from the financial support under the programme, distributed on 1032 on measure 101, 41 on measure 103 and 18 on measure 302. The target set during the programming was 2485 beneficiaries, distributed on 2160 under measure 101, 170 under measure 103 and 155 under measure 302. The table below displays the planned financial plan and the related quantified targets for number of beneficiaries per measure.

Table 8 Quantified targets for number of beneficiaries, original and amended financial plan

Measure	Budget 1 = Original financial plan, EUR	Planned beneficiaries, number	Planned unit costs per project, EUR	Budget 2 = Revised financial plan after 8th amendment, EUR	Revised target number of beneficiaries
101	68,898,159	2,160	3,1897	16,373,267	513
103	57,739,502	170	339,644	17,192,044	51
302	25,903,756	155	167,121	3,968,750	24
Total	152,541,417	2,485	n.a.	37,534,061	588

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017 and own calculations

The technical effectiveness can be calculated both for the original financial plan and for the amended financial plan. The quantified target for the amended financial plan is revised by the evaluation team based on the planned average unit costs per investment. The quantified targets of beneficiaries are thus proportional lower than the original targets.

The technical effectiveness for the programme if related to the original financial plan is then $1091/2485 * 100 = 44\%$

The financial effectiveness is calculated in the same way. The original planned budget in relation to the factual expenditures. A total of 152,541,417 EUR was budgeted as total eligible investments. The factual implemented eligible investments were 32,231,632 EUR in total. The financial effectiveness is then calculated as 21.1%

The ratio of financial effectiveness to technical effectiveness is thus 0.48 meaning that the average investment costs per project was almost half the costs as expected in the budget.

The technical effectiveness for the programme if related to the **amended financial plan** and the revised number of

expected beneficiaries is then $1091/588 * 100 = 186\%$

The financial effectiveness for the amended budget in relation to the factual expenditures is calculated as well. A total of 37,534,061 EUR was budgeted as total eligible investments. The factual implemented eligible investments were 32,231,632 EUR in total. The financial effectiveness is then calculated as 85.9%.

The ratio of financial effectiveness to technical effectiveness for the amended budget is thus 0.46 meaning that the average investment costs per project was almost half the costs as expected in the budget. The ratio of financial effectiveness to technical effectiveness is the same for the two financial plans. This is logical, since the unit costs per project are the same for both financial plans.

The conclusion regarding the effectiveness of the IPARD programme 2007 – 2013 is that it was high when calculated for the amended financial plan, but very low when compared to the original financial plan.

The effects (results and impacts) as well as efficiency and dead weight is discussed at measure level later in this chapter and then summarized at the programme level in the answers to evaluation questions in chapter 6.

Rejections of applications

One of the major problems seems to have been the rejection rate of applications. A high rate of rejections is a double problem. On the one hand, the applicants waste time and resources on applying for investment support, and when they received rejection, they are disappointed, frustrated and even angry. This may generate an unfavourable atmosphere in the sector against the IPARD programme, the implementing institutions and EU. On the other hand, the implementing institutions, in particular the PA spend a lot of time processing the applications which by the end of the process are rejected. Time is wasted on rejections, delaying processing of other applications which are approved. Therefore, rejections should be avoided and the causes to them identified in order to take action from the side of the implementing institutions.

The tables below show the number of rejections per call and the number of rejections on each measure.

Table 9 Applications per public call (Percentages corrected to the nearest percentage point)

No	Public Call	Total Submitted applications	Rejected	Rejected at selection phase(%)	Contracted (No)	Paid (no)	% of submitted applications eventually paid
1	01/2009	133	106	80	27	19	14
2	01/2010	112	76	68	36	29	26
3	01/2011	74	34	46	40	23	31
4	02/2011	60	37	62	23	12	20
5	03/2011	92	65	71	27	20	22
6	01/2012	67	53	80	14	12	18
7	02/2012	61	50	82	11	9	15
8	01/2013	401	328	82	173	157	39
9	01/2014	394	181	46	213	172	44
10	02/2014	439	196	45	243	188	43
11	01/2015	833	415	50	418	336	41

No	Public Call	Total Submitted applications	Rejected	Rejected at selection phase(%)	Contracted (No)	Paid (no)	% of submitted applications eventually paid
12	02/2015	421	278	66	143	114	28
	Totals	3087	1717	56	1369	1064	34

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

A total of 1,717 applications are rejected out of a total of 3,087 applications. The ratio is 56%, which is very high considered with experiences from other countries. The average of 56% covers variations from measure 101 of 50%; 66% under measure 103 and 90% under measure 302. The reasons are discussed below.

Table 10 Applications per measure (Percentages corrected to the nearest percentage point)

Measure	No of applications	Rejected	Contracted	Paid
101	2532	1266	1266	1021
(targets)	2700	540	2160	2160
102	192	127	65	40
(targets)	190	20	170	170
103	362	324	38	13
(targets)	417	20	417	417
Totals	3087	1717	1369	1064
(targets)*	3307	580	2587	2587

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

The process of project selection is clearly described in reports of the PA and also in previous evaluations. This describes the process starting after the correspondent Call is closed, but this does not mean immediately after. In a number of reported instances, due to the backlog of workload, the opening of the first applicant's folder of the latest Call can be shifted by 2-3 months, in some instances, with respect to the closing of the Call. In general, a delay of two months was not exceptional. Therefore, a problem of delays in the selection is apparent through overlapping workloads and is made worse by chronic and ongoing staff shortages.

From the PA databases, that report the dates of start and end of each step of the selection process, it results that six months can overlap in some cases, between the date the application was sent by the applicant, and the date his folder is opened for the first time. As an example, the overall duration of the selection process of Call 8 lasted from December 2013 (deadline for submission of applications) to end of June 2014 (ultimate data on applications rejected or admitted to contracting).

The first step of the selection consists in a preliminary control on the completeness of the documentation provided, and in the subsequent request for its integration – when necessary. Such control is rapid, and generally does not take more than two days. There is a two administrative check of the received applications

(completeness and eligibility) which are checked by “four eye principle”- double check. The applicants are awarded two weeks to integrate the documentation. After this, a second check is performed, and again two additional weeks may be awarded, in case there is still something missing.

By direct admission of the PA, the most timeconsuming control is that of the check on the suppliers' offers. The PA head of the selection department reported the case of a big project for which 80 different investment items need be controlled, each one under the “three offer rules”. In such cases, the controls may take more than one month on a single application. The process was evaluated as poor and the timeliness of operations and the capacity of the PA should be further reviewed as during the interview with the PA similar delays and periods are still reported.

An assessment of the timeliness of the process was undertaken by the MA and included in its Final Report for IPARD I. The results are included in table 11 which provides an overview of time needed for contracting applications per public call. This measures the time taken from the close of the Call for Proposals to the signature on first contract. This indicates there is a large variance in processing times and it does not appear proportional to the number of applications received.

Table 11 Overview of time needed for contracting applications per public call

Public Call	Number of submitted Applications	End date month/ year	First Contracts signed	Time needed for contract signing. months
01/2009	133	03/2010	07/2011	4
01/2010	112	12/2010	03/2011	3
01/2011	74	05/2011	07/2011	2
02/2011	60	09/2011	12/2011	3
03/2011	92	12/2011	06/2012	6
01/2012	67	05/2012	10/2012	5
02/2012	61	11/2012	07/2013	8
01/2013	401	09/2013	01/2014	4
01/2014	394	05/2014	08/2014	3
02/2014	428	12/2014	04/2015	4
01/2015	873	05/2015	02/2016	9
02/2015	421	09/2015	02/2016	5

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

The table above shows that there is a big variation in the time needed to process applications under the various calls. The reasons are typically due to the character of the applications, where simple machinery-oriented applications under measure 101 are easier to process than complicated processing investments with several components under measure 103 and measure 302.

The project selection did not start after the correspondent Call was closed. Due to a backlog of workload, the opening of the first applicant's folder of the latest Call was reported by the PA to be regularly delayed. In general, a delay of two months was not exceptional¹⁹. A problem of delays in the selection was apparent and is still reported as an ongoing issue. From the PA databases, that report the dates of start and end of each step of the selection process, it is shown that there were six months' overlaps in some cases, between the date the application was sent by the applicant, and the date his folder is opened for the first time. As an example, the overall duration of the selection process of Call 8 lasted from December 2013 (deadline for submission of applications) to end of June 2014 (ultimate data on applications rejected or admitted to contracting).

5.6 Approval-Rejection Process

The selection process begins with a preliminary control on the completeness of the documentation provided, and in the subsequent request for its integration, when necessary. Such control was reported as rapid, and generally does not take more than two days from the date the application is opened. The applicants were given two weeks to correct or supply additional documentation as required. After this, a second check is performed, and again two additional weeks may be awarded, in case there is still something missing. This procedure has varied to allowing correction of documentation to a position where documentation has to be complete from the outset and failure to comply means automatic rejection. The rejection rates for the various calls varied. It peaked under the 7th and 8th calls where an approximate 82% of projects failed to pass the selection process. The overall rejection rate in selection was 56% of submitted applications. The percentage of applications consequently paid was 34%. (details for each individual call are included in Table 10 above).

The PA has been assessed in previous evaluation of properly applying the rules and regulations in force under the various calls. It is observed that the PA has very strict margins, once given the political message that no derogation from the rules is admitted. The strict procedures of the PA were justified to a large extent by the subsequent audit missions of both national and EU authorities that highlight the grey areas where a subjective interpretation of concepts may lead to a withdrawal of the co-financing. This led in some Calls to very high rejection rates.

The control system was seen to be very attentive at each procedural step. It was raised in early evaluations and in in this evaluation by applicants and stakeholder organisations s, is that when in doubt, the easiest way not to incur in procedural mistakes the PA rejects projects rather than find solutions to fund them. In 2012/13, this was highlighted as an issue, as rejection rates were higher than 80% for the 6th, 7th and 8th calls which resulted in a change in the PA management (department of project selection). This lack of flexibility was addressed at this time although concerns now reemerge about the return to having full, correct, documentation sets, on application under current Calls for Proposals (2019) An evident trade-off, is in place: either to render the administrations (namely, the PA) error-proof, or to render the Programme more "friendly" to applicants. The burden of the huge documentation requirements, and the long selection process, directly derive and continue to be determined by the "sound financial management" policy adopted by the MA and monitored by Auditing Authorities.

The main issues concerning the application process were highlighted by the applicants in the field surveys. It is considered by the evaluation team that a number of these issues evidently still remain, indicated in

¹⁹Reported in the On-Going Evaluation in 2017

responses by the interviewed stakeholders, late into the implementation of the second IPARD programme. These issues included:

- The large amount of documentation to be provided within a limited time frame. The duration of the Calls is too short and that there are issues with issuing of key documentation by municipalities and local institutions. There are also regional disparities in the capacity of institutions to produce key documentation that were and are still not taken into full consideration.
- After the first Calls of IPARD 1, the high rate of rejection due to the big number of incomplete applications brought very bad publicity to the Programme and increased the preference for national State Aid programme. Furthermore, for the first Calls the eligibility criteria for some types of investment was not eligible in terms of legislation.
- The average economic size of producers rendered it difficult/impossible to co-finance and pre-finance even small grant applications. It is very difficult to obtain a loan through the banking system and many relied on informal lending systems with bad consequences, when payment of funds from the Agency were delayed;
- The time interval between the investment and its refunding is too long (it was brought to the attention of the evaluation team that a beneficiary is still waiting for the final funding in November 2019);

For the ex-post evaluation, the survey sample was designed to include beneficiaries from all eight administrative regions and all three measures of interest. The results of their experiences are summarised later in this report.

Although the effectiveness of the programme improved as the capacity of the MA and PA developed the original targets set for the programme in terms of the number of applications funded were not achieved. This has also been documented previously in this report. It is reported and recorded that by the 8th and 9th call there was a significant increase in the number of applications received leading to a much higher effectiveness in the second period of the programme, when comparing with the amended financial plan and the revised quantified targets.

The more detailed assessment of the rejections at measure elvel is presented below in the sections evaluating the individual measures.

Programme amendments

A consequence of the relatively low absorption of funds was a number of programme amendments. The original IPARD Programme 2007-2013 was the basis for the implementation of the Council Regulation (EC) No. 1085/2006 of 17 July 2006 establishing an Instrument for Pre- Accession Assistance (IPA) has been approved by Commission Decision C (2008)677 of 25.02.2008.

During 2008 the first modification of the IPARD Programme 2007 – 2013 was prepared, which was adopted by the Committee for Rural Development of the EC on 23.09.2008. The modification included the funds for IPA Component V for year 2010 and technical adjustments of the terms necessary for the implementation of the IPARD Programme.

A Second modification of the IPARD Programme 2007 – 2013 was prepared in 2009. The modifications included the funds for IPA Component V for year 2011 of EUR 14 million from the EU as well as the legal

adjustment of the criteria in accordance with the Regulation of Criteria for defining rural areas in the Republic of Macedonia.

Third modification of the IPARD Programme 2007 – 2013 was initiated in 2011, in order to simplify the text and specify certain parts of the IPARD Programme 2007 – 2013, which were pointed out as unclear after the end of the first public call for submitting applications for the use of IPARD Programme funds, and at the same time to meet the requirements of the potential users.

Due to the scope of the proposal and based on a suggestion of the EC, the modifications package of the IPARD Programme 2007 – 2013 was divided into a financial modification (third modification), with further amendments in for implementation incorporated into a fourth modification. The third modification of IPARD Programme 2007 – 2013 was limited to the adaptation of the financial tables in order to take into account an additional financial allocation in 2011 of 2 million Euros and was adopted on 05.12.2011 by the Commission. The modification includes increase of funding for IPA Component V for 2011 to the amount of 16 million Euros from the EU, as well as the adjustment of the implementation code of the technical measure (from 505 to 501) according to the codification specified in the Sectorial Agreement.

The Fourth Modification of the IPARD Programme 2007 – 2013 aimed at simplifying some of the criteria and requirements in the Programme. The modification was adopted on the 13.12.2012 by the Commission and on 21.12.2012 the Monitoring Committee adopted the Decision amending the IPARD Programme 2007 – 2013. This fourth modification package included financial modifications to the commitments for 2012 in amount of 17.991.604 € and amendments to the existing measures to facilitate their implementation and consecutively contribute to improved absorption of the available funds. Specifically, this important modification addressed issues which were specific to the eligibility requirements and alignment of the requirement with the amendment of the Law on seed and seedlings. It also included modifications to the maximum financial limits for projects which relate actions for achieving IPPC requirements and extension of the total aid to beneficiaries to provide financial aid to further modernization investments and a modification of the provisions in the ANNEX 26: Storage and handling of manure in order to specify the requirements per livestock breeding systems and animals. There was also a modified list of eligible expenditures to include the investments in power supply equipment and housing, as well as investments for provision of surface and groundwater irrigation source including the general costs for studies. It also provided a new definition for the potential beneficiaries under measure 302.

The Fifth modification of the IPARD Programme 2007 – 2013 was approved by EC with Commission Decision EC 2013/9011 from 12th of December 2013. The proposed amendments were essentially of a financial nature. The modifications concerned the adaptation of the financial tables of the Programme and in particular:

- (i) the financial year 2013 has been added, which is in accordance with the EU General Budget for 2013; and
- (ii) the amount of the EU contribution for the year 2009 has been reduced in accordance with the automatic de-commitment rule.

These amendments were considered as substantial changes requiring the opinion of the Rural Development Committee, as they included amendments, which involved changes of financial breakdowns among priority axis. It resulted from an appraisal by the Commission services of the proposed amendments to the Programme, taking into account the provisions of Article 185 of Regulation (EC) No 718/2007 requiring that they were to be duly justified. It was considered appropriate for the Programme to be modified.

The Sixth modification of the IPARD Program 2007-2013 has been approved with Commission Decision C (2014) 9618 on 10 December 2014. The amendments were of financial and technical nature. The amendments to the financial tables were made in accordance with the EU decision to return the unused EU funds from the allocation for 2010. This financial modification of the IPARD Programme 2007 – 2013 budget with funds being de-committed was the fourth modification of its type since 2011.

The Seventh modification of the IPARD Programme 2007- 2013 was approved by Commission Decision C (2015)9330 from 11.12.2015. It referred to the following amendments:

- Adjustment of the financial plan of the IPARD Programme 2007 – 2013 with a de-commitment of € 15,636,043.62 from the budget allocation for 2011, in accordance with Article 36 of the Sectorial Agreement.
- Incorporation of provisions of the Article 57 and Article 34 (2) of the Sectorial Agreement to apply a higher co-financing rate to IPARD beneficiaries with investments on the territory of the flood affected municipalities of Republic of Macedonia.

It also included other modifications for streamlining and simplification of implementation of measures in the programme to ensure their effectiveness.

The Eighth and final modification of the IPARD Programme 2007-2013 was approved in EC (2016) 7396 of 11 November 2016. The 8th modification included a last adjustment to the financial tables to take into account the de-commitment of 15.6 million EUR from 2015 as well as reallocation of funds from measure 103: "Investments in processing and marketing of agricultural products to restructure and to upgrade to Community standards" to measure 101: "Investments in agricultural holdings to restructure and to upgrade to Community standards."

In total, the 8 amendments did include important budget changes due to decommitments of EU funds caused by the low uptake and due to the floods, and also to changes of technical character contributing to less restrictive eligibility criteria and broader types of eligible investments. These changes will be discussed in relation to the specific measures evaluated separately below.

5.6 Analysis of the Intervention Logic of individual measures

5.6.1 Measure 101 - Investments in Farms for Purpose of restructuring and achievement of Community standards

Measure Description

The measure had, under IPARD I 2007-2013, a general objective, *to support of tangible or intangible investments in agricultural holdings to upgrade them to Community standards and to improve their overall performance*. The measure was to focus on the improvement of the competitiveness of the agriculture sector through increasing of the quality of production by using modern production means and technological improvement of production processes in compliance with the Community standards related to animal welfare, animal and plant health and environmental standards.

This general objective was in accordance to a Government Decision from 25th of July 2006, and it was agreed that the targeted priority agriculture sectors to be supported under the Priority Axis 1 measures are wine and grapes; fruits and vegetables; milk and dairy; and meat and meat products.

The investments per priority sectors should cover costs for replanting the areas covered with perennials (vineyards and orchards), construction and reconstruction of farm buildings and installations for farm buildings as well as auxiliary buildings, purchase of equipment for farm buildings, improvement of on-farm irrigation systems and specialised agricultural machinery as well as on-farm manure handling to upgrade the agriculture holding to meet EU environmental requirements.

Concerning the plant sector, the investments should cover rejuvenation of vineyards and orchards to improve their age and variety structure, reconstruction of greenhouses (greenhouses and glasshouses) for vegetable production, and modernisation of the cultivation equipment and machinery used on-farm in the vegetation period of the concerned plant crops in order to improve the on-farm efficiency.

Reconstruction of buildings for livestock breeding (for milking or for fattening) were envisaged to upgrade the livestock production units in accordance to the animal welfare standards and waste management practices including the reconstruction of auxiliary buildings (i.e. barns for feed storage) as part of the overall investment. Modernisation of the equipment on the dairy production units to improve milking practises and milk hygiene was also to be supported under this measure.

The investments linked to the animal breeding for meat production were targeted towards compliance to the animal welfare standards and manure handling and use, therefore contributing to the implementation of the aims set out in the Nitrates directive 91/676/EEC, partially approximated in the Law on Water.

Budget of Measure 101

The originally planned budget (financial plan) for measure 101 is presented in the table below, distributed on years and types of funding, while the following table presents the budget distributed on priority sectors.

Table 12 Budget measure 101, 2012 / IPARD Programme 2007 - 2013. Final Modification 2012

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR)
		Total Public Expenditure (EUR)	EU Contribution (75%) (EUR)	National Contribution (25%) (EUR)	
2007	2,408,000	1,204,000	903,000	301,000	1,204,000
2008	7,682,667	3,841,333	2,881,000	960,333	3,841,333
2009	11,969,000	5,848,000	4,386,000	1,462,000	5,848,000
2010	12,666,667	6,333,334	4,750,000	1,583,333	6,333,334
2011	16,213,333	8,106,667	6,080,000	2,026,667	8,106,667
2012	18,231,492	9,115,746	6,836,809	2,278,937	9,115,746

Total	69,171,159	34,449,080	25,836,809	8,612,270	34,449,080
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Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Table 13 Financial plan breakdown of Measure 101 per priority sector (2012)

Priority sector		% of Measure 101	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
1011	Vineyards	10.5	2,712,865	904,288	3,617,153	7,234,307
1012	Orchards	9.5	2,454,497	818,167	3,272,662	6,545,325
1013	Vegetable	16	4,133,890	1,377,963	5,511,853	11,023,705
1014	Milk Production	39	10,076,356	3,358,785	13,435,141	26,870,282
1015	Meat Production	25	6,459,202	2,153,067	8,612,270	17,224,540
Total		100	25,836,810	8,612,270	34,449,079	68,898,159

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

During the months of January and February 2015 the country was affected by widespread floods. Subsequent flooding occurred as well during March 2015. In 43 municipalities (out of total of 80 municipalities), agriculture producers reported damages and losses on their agriculture production capacities (namely land), as well as on the dwelling houses. Moreover, the water management enterprises reported damages on the irrigation and drainage infrastructure. The most affected were the rural municipalities Mogila, Novaci and Bosilovo which were affected by floods more than once. Based on initial assessment of impact the flood event resulted in total damage and loss of about 35,8 mill EUR, out of which 62% represented the destruction of physical assets (damage) in the affected areas, and 38% represented estimated losses in production and economic flows. The damages and losses in agriculture were estimated at around 13,7 mill EUR.) Most affected sectors from these floods were: transport, agriculture, irrigation and drainage, housing, industry, education and electricity. Agriculture accounts with 38.2% of the total damages and losses.

As a consequence of the big floods, the budget for measure 101 was revised in line with the tables below. The Eighth and final modification of the IPARD Programme 2007-2013 was approved in EC (2016) 7396 of 11 November 2016. Furthermore, the 8th modification included a last adjustment to the financial tables to take into account the de-commitment of 15.6 million EUR from 2015 as well as reallocation of funds from measure 103 to measure 101. The total budget for measure 101 was amended to the following:

Table 14 Indicative breakdown of Measure 101 in priority sectors (modification 8. 2016)

Priority sector		% of Measure 101	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
1011	Vineyards	20	1,653,205	389,083	1,232,365	3,274,653

1012	Orchards	15	1,239,904	291,813	924,273	2,455,990
1013	Vegetable	16	1,322,564	311,267	985,892	2,619,723
1014	Milk Production	22	1,818,525	427,993	1,355,601	3,602,119
1015	Meat Production	23	1,901,186	447,44	1,417,219	3,765,851
1016	Cereals	4	330,641	77,817	246,473	654,931
Total		100	8,266,025	1,945,418	6,161,823	16,373,266

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Furthermore, the total budget was split between areas affected by the floods and area not affected.

Table 15 Revised Indicative Budget 2016 (AREAS NOT AFFECTED BY FLOODS)

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR) (50%)
		Total Public Expenditure (EUR)	EU Contribution (75%)	National Contribution (25%)	
2007	280,000	140,000	105,000	35,000	140,000
2008	3,573,334	1,786,667	1,340,000	446,667	1,786,667
2009	1,122,446	561,223	420,917	140,306	561,223
2010	606,874	303,437	227,578	75,859	303,437
2011	19,414	9,707	7,280	2,427	9,707
2012	255,292	127,646	95,734	31,911	127,646
2013	2,416,666	1,208,333	906,250	302,083	1,208,333
Total	8,274,026	4,137,013	3,102,759	1,034,253	4,137,013

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Table 16 Revised Indicative budget for areas affected by Floods

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR) 25%
		Total Public Expenditure (EUR)	EU Contribution (85%)	National Contribution(15%)	
2007	658,824	494,118	420,000	74,118	164,706
2008	3,888,628	2,916,471	2,479,000	437,471	972,157
2009	880,351	660,263	561,224	99,039	220,088
2010	386,731	290,048	248,541	43,507	96683
2011	296,873	222,655	189,257	33,398	74,218
2012	1,446,284	1,084,713	922,006	162,707	361,571
2013	541,549	406.162	345,238	60,924	135,387
Total	8,099,240	6,074,430	5,163,266	1,034,253	2,024,810

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

The new budget was reduced with 52.8 million EUR and was left with 23.7% of the original budget.

Eligibility Criteria

The eligibility criteria set for the purpose of this measure were based on available data sources and estimations made by MAFWE in accordance with the consultations of the relevant education and research institutions and stakeholders as an integral part of the participatory approach used in the programme elaboration. However, the findings from the survey have shown that the eligibility criteria were difficult for many farmers to comply with.

There was no particular concern expressed by farmers or other stakeholders that the eligible projects should refer to priority sectors of the agricultural economy. The priority sectors chosen were clearly consistent with the National Rural Development Strategy and also mainstream rural development policies of the EU.

The eligibility criteria were discussed during interviews with beneficiaries, and they were concerned about general requirements. The applicant was for example required to provide supporting documentation involving a second or third part. These general requirements included that:

- The Applicant must apply Application Form supported with a full set of required documents.
- In case of construction and/or reconstruction projects the applicant must submit copies of approved drawings and certified bill of quantities which indicates the estimated cost of the envisaged works as well as document to assure compliance of the investment with the specified civil engineering standards of the municipality or to other standards acceptable to the municipality in accordance to the urban and spatial plans.

Providing required documentation caused a problem for some applicants, whose municipalities have neither an urban or spatial plan developed and approved. It also caused issues with obtaining documents that the planned investment complied with local building standards. The capacity of municipalities to supply this documentation is varied. This was confirmed in a recent evaluation of the IPA EU single Trust fund for rural development which examined the human capacity of local administrations benefiting from EU grant funding under this programme. (Currently, in the case of Resen Municipality this would be problematic as there is an unfilled vacancy in the administration for a building and construction engineer and a potential bottleneck in obtaining a construction permit).

The Applicant must demonstrate prospect of continuity of operations during at least five years following the realization of the investment.

For projects having a total eligible budget below 50,000 euro, the prospect of financial viability must be demonstrated via Technical Project Proposal containing perspective data on financing indicators in terms of generating sufficient income to meet the operating costs, debt commitments and, where applicable, to allow growth while maintaining the resource base. For projects having a total eligible budget exceeding 50,000 euro, the prospect of economic-financial viability must be demonstrated by producing a Business Plan.

At the beginning of the IPARD 2007-2013 programme this was originally a Business Plan and was amended in later modifications. This documentation relies on the support of NEA, which is mandated to assist applicants under this measure. In this case the human capacity of NEA at the time of IPARD was limited. Staff had neither the knowledge nor resources to assist fully all applicants. The assistance of NEA was observed to be very regionally biased in the South of the Republic of North Macedonia, and to an extent this explains why a majority of approved projects come from the Pelagonija region. NEA still remains understaff and faces challenges of providing countrywide support to farmers on equal terms.

The applicant must have no outstanding liabilities against state in terms of fiscal obligations, financial obligations to the health, social and pension insurance funds as well as no outstanding financial obligations to MAFWE based on contractual arrangements.

NEA was asked to act as intermediary between ASFARD and applicants: NEA capacity for preparation of applications and NEA as intermediary.²⁰

Case: Lack of institutional coordination for clarifying issues around issuing building permits

Co-institutional support to the programme was lacking regarding the resolution of the problem with issuing building permits from municipalities. ASFARD sent official letter to ZELS to clarify and perform analyses why there is a problem with issuing building permits. ZELS distributed the letter to municipalities, so there can be communication on higher level. ASFARD expected that ZELS will perform the analyses; ZELS was not provided additional guidance to perform the analyses.²¹ On XV Monitoring Committee meeting it was requested from ZELS as conclusion Number 5 :“The IPARD Monitoring Committee has obliged ZELS to convene a working meeting within the Commission for Rural Development, with representatives from the Ministry of Transport and Communications and the mayors of rural municipalities regarding the issuance of building permits and legalization of buildings on agricultural land, in order finding concrete solutions which will help to overcome these obstacles. Decisions brought on the working meeting to be submitted as information to the Government of Republic of Macedonia.”²²

Previously ZELS was providing information about the electronic system for issuing building permits, the server is located in ZELS and all municipalities are fully electronically connected with the complete documentation for issuing construction permits²³. In addition to this was the problem with request for proof that investments were in line with the local development strategies. Building permits were also required for investments in rural areas, where urban plans and urban documentation did not exist. Finally, as one of the reasons for the termination of contracts, PA pointed to the problem for applicants regarding providing a certificate for paid taxes and contributions from the Public Revenue Office.²⁴ The applicant must prove that he/she is the owner of the land/ or they have rent or concession contracts of minimum 5 years in case of investments, which do not imply construction/ reconstruction works, irrigation improvement or reconstruction of perennials. In case of investments which apply construction/reconstruction works, irrigation improvement or reconstruction of perennials the applicant has to prove for the land/building/s the right to use it for a minimum of 10 years or to prove ownership or right to use the land for agriculture and/or construction purposes for a minimum of 10 years. The issues related to the complicated building procedures has proved problematic under IPARD 2007-2013 with incomplete cadaster records and also problems with registering agricultural holdings. The aim of the ministry is to have an integrated and secure registry of farm holdings, which by generating a farmer unique identification number allows creation of electronic database and information on farm holdings, necessary for making effective decisions and implementing policies. At the beginning of 2008 the Ministry has adopted the Rulebook on the form, content and administration of the integrated single registry of farm holdings (Official

²⁰XV MC Conclusion 10 and 11

²¹XV MC, page 5 including conclusion Number 1.

²²XV MC

²³XIV MC Page 9

²⁴XV MC

Gazette of the Republic of Macedonia no. 62/08), after which an international tender on procurement of software and hardware equipment was prepared and realized.

In parallel with these activities, in accordance with the abovementioned Rulebook, application forms for registration of farm holdings were prepared and distributed at the local level. By the end of 2009 approximately 100.000 of the estimated 185,000 farm holdings had been completed and returned the applications containing the required information. This process is still understood to be on-going in 2019.

The Applicant must assure compliance of the project with the Local Development Strategy of the concerned Municipality, where the investment is located. If the Municipality has not yet adopted Local Development Strategy by the time of submitting application for grant, the Applicant shall elaborate within the Technical Project Proposal/Business Plan the prospects of the investment for the local development of the concerned municipality, where the investment is located. In this context, following discussions at Municipality level, few authorities have included primary agricultural production as a priority in their local development strategies. Most identify agriculture as a priority economic sector, which is to be expected in a country where 78 of the 83 local authorities are determined to be rural, however specific measures and projects directly related to the agricultural sector are implemented. It is a conclusion that this kind of problem needs to be tackled by PA in cooperation with municipalities and relevant ministries (Ministry of transport and spatial planning). This refers especially to the abolition of the urban planning documents in 2013. But hopefully, with the new legislation and introduction of general urban acts for the small rural settlements, the procedures will get easier and there won't be any significant and additional reasons for delays.

In addition, there were criteria to be fulfilled prior at contracting or disbursement of funding. These were of less concern to applicants but due to their broad requirements have been hard to anticipate and prepare for. These included that:

The Applicant must comply with the relevant minimum national standards to the investment and in particular related to the environment, animal health and animal welfare, food safety and occupational safety, at the time when then decision to grant support is taken. In particular, the applicant proposing investments in the milk and meat sector must provide a document from the Food and Veterinary Agency confirming that all mandatory national minimum standards at the time of applying for assistance;

In case of new investments, the applicant proposing investments in the milk and meat sector must obtain a document from the Food and Veterinary Agency confirming that all mandatory national minimum standards are respected prior to approval of payment;

Where relevant minimum national standards based on Community standards relating to the environment, food safety, animal health and welfare have been newly introduced or include provision for transition period for complying with those newly introduced standards at the time the application is received and processed, assistance may be granted regardless of non-compliance with those standards on the condition that the beneficiary shall meet these minimum national standards in a period of grace of 36 months from the receipt of the final payment or at the end of the transition period as set in the national legislation.

The newly introduced national minimum standards based on Community standards which are to be respected by the applicant as well as the period of achieving those standards shall be specified in the contract in detail;

Assistance shall be granted on the condition that the investments aim to comply the agriculture holding with the relevant Community standards relating to the environment, food safety, animal health and welfare at the

end of the project implementation, which is to be verified by the competent authority and stated in an issued document/opinion accompanying the application for final payment.

An applicant may submit concurrent proposals under different Measures of the Rural Development Programme. However, the applicant may only submit one project proposal at a time under the same Measure. If the proposal under one Measure is approved, the applicant will have to complete that project before being able to submit another proposal under the same Measure. In the case of Measures consisting of Sub-Measures, the applicant may submit a single application which consists of components for various Sub-Measures of a Measure.

In the case of applicants under IPARD I this is an issue as it is noted that with the approaching end of IPARD II the evaluation team has interviewed beneficiaries where their first project under IPARD I is claimed not yet completed, and final payments are reported as not fully made by the PA. There is also some apparent confusion of the definition of the "end of a project" with interviewed beneficiaries interpreting this as the completion of an investment phase and not a completion of reimbursement payments. The MA assures that all payments that will be made under IPARD Programme 2007 – 2013 are now complete. Any expectations of further reimbursement of funding at farm level are therefore incorrect.

Eligible Expenditures

The eligible expenditures approved under IPARD I were assessed as broad and fell into two basic categories:

- Construction of new buildings and installations and reconstruction of the existing ones. Eligible expenditure shall be limited to the construction or improvement of immovable property;
- The purchase of new machinery (including tractors) and equipment, including computer software up to the market value of the asset shall be considered as eligible;

The main group of expenditures under IPARD I, Measure 101 a totalling 511 projects of a total of 1015 completed were for the purchase of tractors. Generally, these tractors were small and easily within the maximum power limit of 82 KW. It was also seen that these were accompanied by small implements purchases and attachments for them.

It was also a condition that the co-financed new machinery and equipment must come from MS, CCs, potential CCs, countries benefiting from the "European Neighbourhood and Partnership Instrument" and other countries where reciprocal access to their external assistance has been established by the Commission [Article 19 of IPA Council Regulation (EC) No 1085/2006 Establishing an instrument for pre-accession assistance (IPA)].

The eligible expenditures are specified in the List of eligible Expenditures as accepted by the Commission also included the purchase of perennials (fruit trees and vines) which was seen in a number of projects from the Resen Municipality where the main apple growing region is located;

The programme also allowed general costs linked to expenditure such as architects', engineers' and other consultation fees, feasibility studies, the acquisition of patent rights and licences shall be eligible up to a ceiling of 12% of the costs to be reimbursed. Ceilings were set on this for large projects between 1 and 3 million Euros for the costs of business plans.

The cost for specific information and publicity activities at project level which are of the responsibility of the final beneficiaries in accordance with Article 70 of the SA. This was commonly interpreted as the costs of EU visibility including signs and stickers for vehicles/ equipment co-funded by the EU.

It must be clearly stated that eligibility expenditures of measure 101 were addressing the needs of the sector. None of the findings led to negative conclusions about the structure of these expenditures. In order to have more success with the livestock projects (and sub-sectors), MAFWE will have to create stronger vertical integration between the stakeholders of this value chain, with special focus on fodder production and access to market linkages.

In the assessment there were no issues with the eligibility of investments, however it was noted that a programme guideline stated that the purchase of tractors should not exceed 20% of the total cost of investments under this measure. Tractors also became the universal solution for investments under each of the priority sectors. In some cases, applicants were found to have purchased 'second hand' tractors under 'on site' controls. The PA took the necessary actions to recover support in these circumstances. A total of 11 cases were investigated.

Beneficiaries of measure 101 and the eligibility requirements

- ***Farm Registry***

The IPARD programme 2007-2013 regulations provided a description of Final beneficiaries. This determined that a beneficiary must be from an agriculture holding, which is registered in the Farm Registry established within MAFWE in accordance with the Law on Agriculture and Rural Development. The agriculture holding must be registered in the Farm Registry as family agriculture holding represented by natural person or individual agriculture producer or as agriculture holding represented by legal entity. This was a problem under IPARD Programme 2007 – 2013, since applications were rejected because the applicants could not provide documentation of a holding number, as they were not registered in the Farm Registry. Monitoring Committee meetings discussed this issue several times. The representatives of the farmers constantly were pointing to this problem as an obstacle for having access to the funds. Reference can be made to all MC minutes.

- ***Viability***

The IPARD Programme 2007 – 2013 determined that aid could be granted to economically viable agriculture holdings owned or leased by natural person or legal person, individual agriculture producers, cooperatives or legal entities dealing in agriculture to restructure and to upgrade to Community standards.

For the purpose of this Programme, a "viable" agriculture holding is one with expected future capacity to operate profitably, and meet, from estimated income, its future financial commitments relating to: farm operating costs; debt servicing costs; and the future capital requirements for plant and improvements, and importantly, maintaining the resource base.

Under this measure support could not be granted to agriculture holdings represented by a legal entity where 25% or more of the capital was held by a public body or bodies or by the state.

The final beneficiary of each of the eligible priority sector subject under Measure 101 had to be in compliance with specific definitions of minimum and maximum size and capacity of the agriculture holding per priority sectors. These parameters were:

For priority sector 1011 Vineyards the programme set a minimum size of 0.3 ha up to a maximum of 50 ha of grapes for support. Agricultural holding with more than 50 ha of vineyards, could only apply for support up to 50 ha.

For 1012 Orchards the orchard (including table grapes), by registered must have been at least 0.3 ha up to a maximum of 50 ha of orchards. Again, if the orchards exceeded this upper limit support was only given to a maximum of 50 ha.

In case of investments under 1011 and 1012, to establish new or modernize the existing post-harvesting activities, the capacity of the storage and equipment shall correspond to the prospect of production output of fruit. Finding: This again was subjective and would require expert knowledge at an assessment stage of project evaluation and makes it difficult for PA staff.

For 1013 Vegetables, the applicant needs to have in the Farm Register an area of at least 0.2 ha up to a maximum of 30 ha of vegetable production. In the case of investments in construction of new fixed greenhouses (excluding plastic tunnels) or new glasshouses, the agricultural holding at the end of the investment must demonstrate the existence of vegetable production under glass or in tunnels of a minimum of 0.3 ha up to a maximum of 30 ha. (In addition, they were also allowed and to/or at least 0.1ha protected area for nurseries but this excluded plastic tunnels).

The upper limit of 30 ha for maximum registered agricultural area had limited impact on the success rate of the applications in measure 101. None of the interviewed stakeholders (associations, state officials, LAGs) or surveyed applicants have mentioned that this rule was a problem for gaining further development of their household or company.

In case of investments being proposed by the agriculture holding to establish new or modernize the existing post-harvesting activities, the capacity of the storage and equipment was to be assessed to correspond to the prospect of production output of vegetables.

For 1014 Milk production the minimum size for eligibility was at least 5 cows and/or 150 sheep and/or 30 goats up to a maximum of 500 cows and/or 8,000 sheep and/or 800 goats at the end of investment. In this case the rules allowed for the modernisation and expansion of units and the minimum had to be planned and achieved by end of project. An exception existed for agriculture holdings above the maximum size of capacity. They specifically were allowed to apply for support for investments to establish/improve manure handling and storage systems. There was also set a maximum stocking density of 0,7ha per 1 cow or 1ha per 15 sheep/or goats.

In general, very few livestock projects were supported under IPARD Programme 2007 – 2013. Eligible expenditures for this beneficiary group also allowed for investments in agriculture mechanization and equipment for the cultivation and harvesting of meadows, fodder crops, forage crops, and silage. This opportunity was not used. Justification for such weak results can be found in 2 major reasons: The livestock sector in Republic of North Macedonia is not a strong player and its potentials were probably over-estimated and secondly, capitalintensive sectors need stronger consulting expertise in order to be able to grow and stay on the market. Only five applications were funded, and all investments were in buildings. The relevance and targeting of this sub-measure is therefore questioned in the evaluation.

When it comes to the interest shown by the livestock producers and the successfulness of these application, data showed that out of the 49 applications only 5 were successful (10% only). Applicants were rejected for the following reasons:

The application did not have all the necessary documents, inadequate application, capital connection between suppliers, 5 additional applicants have signed the contracts with IPARD PA, but they never made the investments, non-compliance with the minimum national environmental standards and the applicants did not followed the request for additional documents.

For 1015 Meat production the applicant had to demonstrate the existence of animals/poultry for fattening in the Farm Register and the Animal Identification Register (only for pigs and sows) of at least 100 pigs for fattening in annual turnover and/or 10 sows and/or 3,000 broilers in annual turnover up to a maximum of 30,000 pigs for fattening in annual turnover and/or 1,500 sows and/or 180,000 broilers in annual turnover. Agriculture holdings below sustainability size of capacity were also able to benefit from support, if they could prove that they will reach at least the minimum size of capacity of at least 100 pigs for fattening in annual turnover and/or 10 sows and/or 3,000 broilers in annual turnover at the end of the investment but not above the maximum size of capacity of 30,000 pigs for fattening in annual turnover and/or 1,500 sows and/or 180,000 broilers in annual turnover at the end of investment.

Similarly, to Dairy Units enterprises above, the maximum size of capacity are able to benefit from support for investments in establishment of manure handling and storage systems. These intensive meat units were also required to show that they had an area of at least 2 ha of agriculture area for fodder and/or grain cultivation. This provision of proof was reported as difficult, and as a result it is suggested that the low level of applications can be partially attributed to this requirement.

- **Education**

Other requirements (occupational skills etc.) were also applied and to apply a beneficiary had to prove minimum secondary school education or higher education by diploma and/or certificate or training certificate issued by relevant vocational training institutions, educational and research institutions or public advisory services. This for older applicants was stated to be difficult to comply with. In some cases, education was not available, but this did not distract from their technical knowledge obtained after decades of farming and for those especially who lived and were educated in former Yugoslavian systems and for whom documentation is now hard to obtain. A specific problem was referred to from the survey regarding this proof for education of the farmer: "requirement for confirmation from NEA foreducation of farmers who have not completed secondary education. NEA does not have legal formal act to issue such a document".²⁵

- **Specific criteria for flood projects**

Under 1016 Cereals and fodder agriculture holdings applying for or implementing projects in the municipalities affected by floods (listed in Table 2 of Annex 24 of this Programme), at the beginning of the investment must demonstrate use (own/rent/other rights) of arable land of at least 0.5 ha according to the Farm Register. Agriculture holdings dealing in livestock sector applying for investments concerning cereals production must demonstrate the following production capacities:

Registered number of dairy animals in the Farm Register and the Animal Identification Register of at least 5 cows and/or 150 sheep and/or 30 goats up to a maximum of 500 cows and/or 8,000 sheep and/or 800 goats at

²⁵XV MC , page 9

the end of investment and the existence of agriculture area of at least 1.5 ha for cereal cultivation at the end of investment.

Registered number of animals/poultry for fattening in the Farm Register and the Animal Identification Register (only for pigs and sows) of at least 100 pigs for fattening in annual turnover and/or 10 sows and/or 3,000 broilers in annual turnover up to a maximum of 30,000 pigs for fattening in annual turnover and/or 1,500 sows and/or 180,000 broilers in annual turnover and the existence of agriculture area of at least 2 ha of agriculture area for cereal cultivation at the end of investment. This restricted applicants to this fund.

Rejections of applications under measure 101

Table 17 Overview of submitted, contracted and paid applications in Measure 101 per public call

Public call	Received (A)	Contracted (B)	Paid (C)	Rate of approval (B/A)	Rate of payment (C/B)	Rate of realization (C/A)
01/2009	58	15	10	25,9%	66,7%	17,2%
01/2010	67	25	18	37,3%	72,0%	26,9%
01/2011	39	24	9	61,5%	37,5%	23,1%
02/2011	30	16	8	53,3%	50,0%	26,7%
03/2011	52	25	19	48,1%	76,0%	36,5%
01/2012	34	11	10	32,4%	90,9%	29,4%
02/2012	41	10	9	24,4%	90,0%	22,0%
01/2013	334	167	154	50,0%	92,2%	46,1%
01/2014	347	202	167	58,2%	82,7%	48,1%
02/2014	388	229	178	59,0%	77,7%	45,9%
01/2015	789	413	334	52,3%	80,9%	42,3%
02/2015	354	129	105	36,4%	81,4%	29,7%
Total	2.532	1.266	1.021	50,0%	80,6%	40,3%

Source: Managing Authority, Indicator tables for M&E of IPARD Programme 2007 – 2013, December 2017

The following figures can be read from the table:

- Rate of approval (contracted/received): 50%
- Rate of rejected (received/contracted): 50%
- Rate of payment (paid/contracted): 80.6%
- Rate of realization (paid/received): 40.3%

1266 applications under M101 were rejected.

Reasons for rejections due to incompleteness, which was 30% of the rejected applications:

Besides incomplete (partially or inadequately completed) application forms, the analysis of reasons for rejection of applications showed long lists of required documents missing. In many cases, more than 1 document was missing or incomplete (e.g. figures missing in Business Plan).

Among most frequent missing documents were:

- Copy of cadaster plan
- Construction permits
- Proof of land ownership/Land lease agreement
- Property sheet
- Proof of education
- Bids/offers
- Business plan/technical project proposal
- Proof of settled liabilities towards MAFWE

Reasons for rejections due to non-eligibility, which was 20% of the rejected applications were:

- The applicant is a debtor to MAFWE or other public institutions
- The suppliers (offers) are not independent
- Total of eligible costs is below minimum
- The proposed investment is not economically justified in the business plan or technical project proposal

Findings from the survey made with 200 rejected applicants shows the following:

Rejections of applications due to sections of the business plan:

- Acceptable cost below minimum: 5 applications or 2.5%. Two (2) or 1% were prepared with consultancy support of NEA
- Requests that were not in the frame of the available budget (ranking lists): 37 applications or 18.5% of the interviewed.

Sustainability related:

- Proposed investment is not economically justified: 1 or 0.5%

Addressing Needs

Investment in agricultural holdings is a crucial measure to improve the agricultural sector in the country by helping farmers to reach acceptable standards of living and working conditions, improving the quality of production as well as farming profitability. These factors will, in turn, contribute to greater than before security of the agricultural profession and will encourage the young people to accept the farming as way of living.

Implementation

The factual implementation of Measure 101 is described in this section, starting with the financial tables presenting the accounts and the budget for the measure.

Table 18 Financial tables, Implementation IPARD Programme 2007-2013

Measure	Number of beneficiaries	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
101 Total	1032	16,895,263	8,833,596	6,832,005	2,001,591	8,061,667
Vineyards	197	2,284,650	1,179,815	884,886	294,929	1,104,835
Fruits	436	4,885,716	2,709,337	2,035,815	673,522	2,176,379
Vegetables	387	8,116,428	4,115,275	3,289,427	825,848	4,001,153
Milk	5	1,130,761	590,251	442,688	147,563	540,510
Meat	7	477,708	238,918	179,189	59,729	238,790
Cereals	0	0	0	0	0	0

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Table 19 Programme budget after 8th modification 2015/2016

Measure	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
101 Total	16,373,267	10,211,443	8,266,025	1,945,418	6,161,824
Vineyards	3,274,653	2,042,288	1,653,205	389,083	1,232,365
Fruits	2,455,990	1,531,717	1,239,904	291,813	924,273
Vegetables	2,619,723	1,633,831	1,322,564	311,267	985,892
Milk	3,602,119	2,246,518	1,818,525	427,993	1,355,601
Meat	3,765,851	2,348,631	1,901,186	447,445	1,417,220
Cereals	654,931	408,458	330,641	77,817	246,473

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Effectiveness of measure 101

Technical effectiveness is measured as the ratio of number of beneficiaries during the programme implementation related to the target for the measure set in the programming phase. In total 1032 beneficiaries have benefitted from the financial support under the measure. The revised target calculated in this report was 513. The technical effectiveness is then $1032/513 * 100 = 201\%$.

The financial effectiveness is calculated in the same way. The planned budget in relation to the factual expenditures. After the 8th amendment, a total of 16,373,267 EUR was budgeted as total eligible investments under measure 101. The factual implemented eligible investments were 16,895,263 EUR in total. The financial effectiveness is then calculated as 103.2%

The ratio of financial effectiveness to technical effectiveness is thus 0.51 meaning that the average investment costs per project was half as costly as expected in the budget. Or to put it another way: The measure 101 under the IPARD programme 2007 – 2013 did by the end of the process deliver twice as many projects per million EUR invested as anticipated during the programming.

Table 20 Implementation of M101 compared to financial targets

Priority sectors	% of the measure 101	EU funds planned (EUR)	EU funds contracted (EUR)	EU funds paid (EUR)	% of budget implementation
Vineyards	20%	1653205	1427495	883216	53,4
Orchards	15%	1239904	2653655	2028843	163,2
Vegetable	16%	1322564	4114472	3285051	248,4
Milk production	22%	1818525	742989	437820	24,1
Meat Production	23%	1901186	731085	179137	9,4
Cereals	4%	330641	402426	400747	121,7
Total	100%	8266025	9669696	7214814	87,3

The table above presents the implementation of measure 101 compared with the financial targets for the EU funding. In total, only 87.3% of the EU funds from the amended budget was spent, but there are big variations across the various priority sectors with milk and meat in the very low end and vegetables in the top.

Satisfaction of beneficiaries

The level of satisfaction of M101 beneficiaries was measured through field surveys, visiting 125 of them (companies, cooperatives and farmers). When asked about the improvements of production conditions, 98% of the beneficiaries answered yes to the question: Have supported investment improved production conditions in term of working conditions? And the extent of satisfaction was very high, 96% of them said it was moderately satisfactory, satisfactory and highly satisfactory. This means who ever had the knowledge and capacity to apply, did so and was very satisfied with the support.

One obvious issue is the fact that many of the applicants focused on tractors, (511 tractors were bought), since they were accepted as eligible costs, and other priorities identified in the process of programme design received more modest attention. In relation to this issue, it is important to note the fact that tractors were involved in IPARD 2007-2013, starting from the 4th modification. Following the farmers' needs and demand for involvement of agricultural mechanization, MA prepared a study on this situation, EC approved it and this option became available starting from 2013 onwards. These new eligible costs were introduced with limiting the budget allocated to primary machinery on 20% of the total budget of the measure 101. It is well known from

many other applicant countries that the introduction of tractors and other types of field machinery to a large extent can pull a main share of the absorption of funds. The other less attractive areas of support /priorities included the reconstruction of vineyards and orchards, greenhouse investments, post-harvest investments, all of which were seen as key to the modernisation and development of the North Macedonian agricultural sectors.

Effects of measure 101

The effects are measured with the help of three result indicators, and two impact indicators.

- ***Introducing or upgrading to EU Standards or modernization of production techniques***

It is the quantified target of the measure that 100% of all implemented projects contribute to fulfilling the target. The five case studies for projects under measure 101 show that all five projects did target modernization of production. Three of them were in compliance with EU standards for the investment after the project, while one was in full compliance with EU standards for the whole farm after the investment. One project was in full compliance with EU standards *before* the investment, and the investment support did therefore not contribute further to EU standards but to modernization of production. The accomplished survey did also confirm that the majority of beneficiaries did experience improved working condition and environmental standards of production, although the survey questions were not asked directly about compliance with national and EU standards. However, since the projects all are targeting modernization of production, it can be concluded that all projects supported actually contribute to either compliance with EU standards for the investment project, for the farm as a whole or modernization of production.

- ***Gross Value Added of agricultural production***

The quantified target for projects under measure 101 was that the beneficiaries should increase their GVA in the range from 5% to 8% after the implementation of the investment.

The five case studies show that the GVA immediately after the investment was accomplished increased with 26% in average for the five beneficiaries from a total of 3,541,100 EUR in GVA to 4,014,880 EUR in GVA. Two years after the investments were implemented, the GVA increased further with an average of 31% reaching a total GVA of 5,057,320 EUR.

The average growth in GVA after the investment was 94,756 EUR and 208,488 EUR after two years. If these figures are extrapolated to the full measure level with all 1,032 beneficiaries, the GVA growth after the investment is 97,788,192 EUR and it is 215,159,616 EUR two years later. The total additional GVA generated by measure 101 is estimated to be 312,947,808 EUR.

Official data from SSO about the development in GVA in agriculture from year 2000 to 2017 in current prices show that the annual average increase in GVA is 5.9%. Thus, the target of an increase in the range between 5% and 8% was reasonable, but it was outmatched by the growth experienced from the five case studies.

The survey results show that the beneficiaries of the measure to a large extent experience an increase in their income from production also indicating a substantial increase in GVA.

- ***Job generation***

The number of new jobs generated with the help of the IPARD programme 2007 – 2013 was not an indicator in the programme, but is used here to illustrate the potential job generating effects of the IPARD Programme.

The five case studies show that the the number of full time equivalent (FTE) jobs increased with 28% immediately after the implementation of the projects and with additional 10% after two years. The number of FTE was 53 before the investments and increased to 68 and then to 75 after two years. The increase in jobs was concentrated on two projects in the meat and milk priority sectors, while the other three projects in the plant priority sectors did not experience any growth in jobs. A total of 787 jobs are generated from the investment under measure 101 based on the extrapolation from the five cases.

Data from SSO shows that the number of FTE in year 2000 was 156,420, and that this number increased to 178,249 in 2017. This is equal to an increase per year of 0.8%, although with big variations from year to year. However, it is remarkable that the employment in agriculture actually has increased over the years, where many other countries have seen a reduced number of jobs in the agriculture and a parallel increase in labour productivity. The conclusion based on the five cases is that they have experienced a stronger growth in jobs than the sector in general, and that this in particular is the case for the two projects in the meat and milk priority sectors.

- ***Additional Net Value Added***

The effects of the IPARD programme in terms of increase in Net Value Added (NVA) for the five case studies shows also good results. The total NVA for the five cases increased from 1,423,100 EUR before the investments to 1,579,580 EUR in current prices right after the investments and then again to 2,239,820 EUR two year after. If only the additional NVA immediately after the investment is taken into consideration, then the average in additional NVA for the five case projects is 31,296 EUR. With a total of 1,032 projects under measure 101, the generated additional NVA is estimated to be 32.2 million EUR and additional 136.3 million EUR after two years. The supported investments under measure 101 have in total generated additionally 168.6 million EUR in NVA

- ***Labour productivity: Change in GVA/FTE***

The labour productivity for the five case studies show that the IPARD supported investments have contributed to an increase in labour productivity of 10% (3611 EUR) to 38,224 EUR two years after the investments. However, this result must be assessed with some scepticism. The average GVA/FTE in the agricultural sector for the period of 2000 to 2017 is only 3,800 EUR, and the level in 2017 is 4,117 EUR, so some of the case studies may have demonstrated extraordinary increases in labour productivity, which are rarely seen and experienced in other countries.

The findings summarized here are inserted in the *Table 20* and compared with the quantified targets where relevant.

Table 21 EU Common indicators, measure 101, quantified targets and achievements

Type of indicator	Indicator	Target	Achieved
Output on measure level	Number of applications received	2,700	2,532 (93.8%)
	Number of applications approved	2,160 (2011) 513 (2015)	1,260 (58.3%)
	Number of farms/holdings supported	2,160 (2011) 513 (2015)	1,032 (47.8% 2011) (201,2% 2015)
	Total volume of investments, EUR	68,898,159 (2011) 16,373,267 (2015)	16,895,263 (24.5% 2011) (103.2% 2015)
Result on measure level	Number of holdings/enterprises introducing/upgrading to Community standards or modernization of production techniques	100%	100%
	Increase in GVA in supported holdings/enterprises (range %)	5% - 8%	26%
Impact (programme level)	Economic growth in agriculture - net additional added value in EUR	No quantified target	32.2 million EUR

	Labour productivity in agriculture - change in gross added value per full time equivalent (GVA/FTE)	No quantified target	3611 EUR
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Source: Own calculations based on data from Monitoring system, survey and case studies

Table 22 Measure 101 programme specific output Indicators per specific category of beneficiaries

Indicator	Quantified target	Achieved
Share of reconstructed vineyards of the total area of vineyards	approx. 5%	15,66 ha (0%)
Share of reconstructed orchards of the total area of orchards	approx. 2%	9,7 ha (0%)
Share of constructed/reconstructed fixed greenhouses of the total area under fixed greenhouses	approx. 30%	4 projects (0,39%)
Share of constructed/reconstructed glasshouses of the total area under glasshouses	approx. 5%	0%
Share of projects including post-harvest activities into total number of projects under Measure 101	approx. 8%	0%
Share of assisted agricultural holdings that have introduced animal welfare improvements of the total number of livestock agriculture holdings in the concerned priority sector	approx. 4%	0%
Share of assisted agricultural holdings that have improved milk hygiene requirements according to Community requirements of the total number of livestock agriculture holdings dairy cows, sheep or goat	approx. 4%	No data
Share of assisted agricultural holdings that have improved farm manure storage practices of the total number of livestock agriculture holdings cattle, sheep, goat, pig and poultry	approx. 4%	0%
Share of young farmers of total assisted farmers	approx. 18%	27,91%
Share of women of total assisted farmers	approx. 15%	29,17%
Share of assisted agricultural holdings located in the mountainous areas of total assisted agricultural holdings	approx. 15%	No data

Source: IPARD Programme, data calculated from the Monitoring system

The lack of quantified targets for some of the indicators makes it difficult to evaluate the achievements of the programme support. Generally, it is a good administrative praxis to estimate also the targets on result and impact level in order to be sure that there is coherence between targets, activities and budgets.

One of the findings in the evaluation process, related to livestock farmers is that they were very poor in using the IPARD 2007-2013 funds. Following the set indicators, it was foreseen that 4% of the livestock farmers (working in both the milk and meat priority sectors) would benefit from IPARD 2007-2013, but the results are showing that only 10 applicants became beneficiaries of the program and other 117 were unsuccessful in the application process (meaning there were total of 127 applications for the 1014 and 1015 groups of investments). These 10 beneficiaries were supported with 1,107,132 EUR.

Efficiency

The efficiency of the measure is measured by estimating the costs for achieving the targets.

- ***GVA/EUR***

The estimated generation of GVA under measure 101 is 312,947,808 EUR. The total eligible Investments under measure 101 are 16,895,263 EUR equal to 18.5 EUR in additional GVA per EUR invested. Compared with the official sector statistics from SSO on the relationship between GVA and GFCF, the results here in the case studies is relatively better.

The SSO GVA/GFCF ratio for additional GVA over 5 years is 2,83, telling that additional GVA of 2.83 EUR is generated with 1 EUR in investment (GFCF) The direct yearly ratio for GVA to GFCF year by year is 12, which is relatively close to the findings from the case studies.

- ***EUR/job generated***

The job generation in the five case studies compared with the total investment costs of the five projects show that the costs per job is 21,477 EUR.

- ***Deadweight***

Deadweight is the indicator on the share of the total eligible investments of the beneficiaries, which would have been invested, also if there was no public support from IPARD or from any other public programme available.

It is the finding from the five case studies that the beneficiaries would have invested 275,632 EUR in eligible investments also without the IPARD programme support. The total IPARD support to the case studies was 217,662 EUR. With an aid intensity of 50%, half of the investment is support and the deadweight is then 137,816 EUR. This is 63% of the support to the five cases. This is a remarkable high figure compared to other countries. The deadweight is primarily carried of the two projects under the meat and milk priority sectors.

It is important to find a way to reduce the deadweight in order to get optimal utilization of the public funds, for example by increasing the risks of the investments or increasing the share of public goods in the projects, for example via more focus on food safety, hygiene, environment, animal welfare, biodiversity, nature and working conditions.

The deadweight percentage should in principle be taken into consideration, when the effects are estimated. It can be argued that the generated GVA increase and the jobs generated to a large extent (63%) would have been generated also without the IPARD programme, and then the net effects would be only 37% of the findings presented above. This will be elaborated further on programme level in the final chapter of the report.

Implementation of the programme at priority sector

The implementation of the programme at priority sector level is summarized in the following.

1011 Priority sector for Vineyards addressed selected groups of investments:

Under **1011 (1) Reconstruction and modernisation of vineyards** the investment priorities were:

- Investments in rehabilitation of vineyard plantations (conversion, reconversion, replacement) on existing surfaces, Investments in establishment and upgrade of the irrigation system to water efficient practices;
- Investments in installation of technical utilities including for provision of sustainable use of energy from renewable sources;
- Procurement of agricultural machinery and equipment for vineyard cultivation, crop protection; fertilisation and harvesting;
- Investments in setting up of protection nets or covers;
- Construction and improvement of immovable property concerning facilities for keeping the agriculture machinery and equipment, storage facilities for plant protection products and fertilisers.

Under this priority sector there were 192 successful beneficiaries. Most of the beneficiaries were from the Vardar planning region, which is logical, since Tikvesh wine region is part of it). But in terms of priorities, 186 of the applications were for Agricultural machinery and equipment for vineyards. Only 6 addressed other priorities under this sub-measure. It is not an observation of the evaluation team that the eligibility criteria of support only to investments in rehabilitation of vineyards and not in planting of new vineyards had any importance for the absorption of funds under the measure. It was not mentioned by any stakeholders or beneficiaries.

1012 Priority sector for Orchards addressed these groups of investments:

Under **10121 Reconstruction and modernisation of orchards** the priorities were:

- Investments in rehabilitation of existing orchard plantations;
- Investments in establishment and upgrade of the irrigation system to water efficient practices;
- Procurement of agricultural machinery and equipment for orchard cultivation, crop protection; fertilisation, harvesting and post-harvesting; Investments in setting up of protection nets or covers;
- Investments in installation of technical utilities including for provision of sustainable use of energy from renewable sources;
- Construction and improvement of immovable property concerning facilities for post-harvesting activities, keeping the agriculture machinery and equipment, storage facilities for plant protection products and fertilisers.

The number of projects funded under priority sector 1012 was 424 and most addressed priority 10121/3 Procurement of agricultural machinery and equipment. Under this priority most investments were for tractors. There were no investments in any post-harvesting activities and other equipment. The evaluation team has made the same observation regarding the eligibility criteria of support only to investments in rehabilitation of plantations and not in planting of new plantations had any importance for the absorption of funds under the measure. This point was not mentioned by any stakeholders or beneficiaries.

Under 1013 Priority sector for Vegetables two groups of activities were planned.

For **10131 Construction/Reconstruction and modernisation of fixed greenhouses (excluding plastic tunnels) and glasshouses** the investment priorities were:

- Investment in construction/reconstruction and modernisation of greenhouses and/or glasshouses for vegetable production and nurseries for vegetable planting material,
- Investments in installation of technical utilities including for provision of sustainable use of energy from renewable sources (i.e. for heating and water pumps),
- Purchase and installation of equipment ensuring technical utilities, for achievement of controlled climate conditions and soil-less nurseries and cultivation,
- Investments in establishment and upgrade of the irrigation system to water efficient practices,
- Procurement of agricultural machinery and equipment for orchard cultivation, crop protection; fertilisation, harvesting and post-harvesting,
- Construction and improvement of immovable property concerning facilities for nurseries, post-harvesting activities, keeping the agriculture machinery and equipment, storage facilities for plant protection products and fertilisers.

For **10132 Modernisation of open-field vegetable production** the investment priorities were:

- Investment in construction/reconstruction and modernisation of greenhouses and/or glasshouses for vegetable production and nurseries for vegetable planting material,
- Investments in establishment and upgrade of the irrigation system to water efficient practices,
- Investments in installation of technical utilities including for provision of sustainable use of energy from renewable sources,
- Investments in setting up of protection nets or covers,
- Procurement of agricultural machinery and equipment for orchard cultivation, crop protection; fertilisation, harvesting and post-harvesting,
- Construction and improvement of immovable property concerning facilities for nurseries, post-harvesting activities, for keeping the agriculture machinery and equipment, storage facilities for planting materials, plant protection products and fertilisers.

Under these two groups of investments, there were 351 beneficiaries and most of them were in the priority 10131/2 and 10132/2, a total of 347, investing in agricultural machinery, protection nets and irrigation systems. Again, there were no investments in the modernising of post harvesting activities.

Under the **1014 Priority sector for Milk**, the priorities interventions of **groups of investments** were (10141):

- Construction/reconstruction of farm buildings for animal housing as well as auxiliary facilities and buildings for milking, off-spring housing and breeding, social and service facilities, and including provision of connected on-farm infrastructure,
- Construction and improvement of immovable property concerning feed and fodder storage, silage, hay and grain barns/silo, including equipment for feed preparation, handling, packing and storage,
- Investments in installation of technical utilities and controlled breeding conditions, including for provision of sustainable use of energy from renewable sources,

- Investments in modernisation of milking, feeding and watering systems,
- Procurement of agricultural machinery and equipment for fodder, grain and meadow cultivation, plant protection; fertilisation and mowing/harvesting
- Investments in manure clearing, handling and storage systems including machinery and equipment for manure clearing, handling and storage.

The total number of projects under this group of investments was 5, but their total value was large amounting to €881.527. All of these investments were in construction and reconstruction of farm buildings for animal breeding and fodder storage. This is considered a disappointing result, as the programme financial plan envisaged greater participation in the programme by livestock farmers.

For the **1015 Priority sector for meat production** the priorities were divided between pig and poultry production:

Under **10151 Construction/Reconstruction of farm buildings for pig breeding** the priorities were

- Construction/reconstruction of farm buildings for animal housing as well as auxiliary facilities and buildings for sows and off-spring breeding, fattening, social and service facilities, and including provision of connected on-farm infrastructure,
- Construction and improvement of immovable property concerning feed and fodder storage, silage, hay and grain barns/silo, including equipment for feed preparation, handling, packing and storage,
- Investments in installation of technical utilities and controlled breeding conditions, including for provision of sustainable use of energy from renewable sources,
- Investments in modernisation of feeding and watering systems,
- Procurement of agricultural machinery and equipment for fodder and grain cultivation, plant protection; fertilisation and harvesting,
- Investments in manure clearing, handling and storage systems including machinery and equipment for manure clearing, handling and storage.

Under group of investments 10151, 5 projects were financed, worth €225.605. The supported activities were in the segments of construction of farm buildings and construction of fodder storages. No other priorities were addressed.

Under **10152 Group of investments for Setting up of new poultry production units for broilers and modernising of existing ones**, a similar set of priorities were set:

- Construction/reconstruction of farm buildings for poultry housing as well as auxiliary facilities and buildings for breeding, production of day-old chicks, fattening, social and service facilities, and including provision of connected on-farm infrastructure,
- Construction and improvement of immovable property concerning feed and grain storage, including equipment for feed preparation, handling, packing and storage,
- Investments in installation of technical utilities and controlled breeding conditions, including for provision of sustainable use of energy from renewable sources,
- Investments in equipment for introducing and modernisation of production of day-old chicks, feeding and watering systems,

- Procurement of agricultural machinery and equipment for fodder and grain cultivation, plant protection; fertilisation and harvesting,
- Investments in manure clearing, handling and storage systems including machinery and equipment for manure clearing, handling and storage.

1016 Priority sector for Cereals and Fodder, was introduced for holdings in municipalities affected by floods. Under the IPARD I programme 2007 – 2013 there were no applicants under this priority of investments.

Meeting objectives of measure 101

The measure had, as a general objective, the support of tangible or intangible investments in agricultural holdings to upgrade them to Community standards and to improve their overall performance. The measure was to focus on the improvement of the competitiveness of the agriculture sector through increase of the quality of production by using modern production means and technological improvement of production processes in compliance with the Community standards related to animal welfare, animal and plant health and environmental standards it is assessed that for this objective the progress is extremely low.

Concerning the plant sector, the investments were designed to broadly cover rejuvenation of vineyards and orchards to improve their age and variety structure, reconstruction of greenhouses (greenhouses and glasshouses) for vegetable production, and modernisation of the cultivation equipment and machinery used on-farm in the vegetation period of the concerned plant crops in order to improve the on-farm efficiency. Investments under IPARD I 2007-2013 were very focused on equipment and the objective of the rejuvenation of vineyards was not addressed.

Reconstruction of buildings for livestock breeding (for milking or for fattening) was envisaged to upgrade the livestock production units in accordance to the animal welfare standards and waste management practices including the reconstruction of auxiliary buildings (i.e. barns for feed storage) as part of the overall investment. Modernisation of the equipment on the dairy production units to improve milking practises and milk hygiene is also supported under this measure. The only investments were in buildings. A suggestion and recommendation is that in this sector are linked to legislation that forces farmers to adopt improved milking and hygiene standards as part of an accession process.

A total of 977 beneficiaries have used the support of IPARD 2007-2013 program in order to meet the Community standards and have improved their overall performance.

The objectives of this measure and its eligible costs, as part of the National strategy for IPARD 2007-2013 Program, did not reflect correctly the situation in the supported sectors. Sector analysis could be conducted with much stronger inputs from the business sector (companies, associations and chambers) in order to provide realistic information about the absorption capacities of the potential applicants and beneficiaries.

Indicative analysis by priority sector

The findings regarding implementation and absorption for each of the supported sectors are presented below:

Table 23 M101 Overview of payments for the wine sector (total public funds, EU + RNM)

M101 Overview per economic sector: <i>Vineyards</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	17	637.609	3	57.208
2010	9	148.333	4	27.992
2011	10	256.014	4	106.369
2012	13	169.307	1	39.540
2013	61	707.390	23	184.951
2014	176	1.036.874	93	553.352
2015	173	967.789	64	321.576
Total	459	3.923.316	192	1.440.988

Under M101, in the sector of vineyards, the average value per paid project was €7.505, starting from €1.534 per project, till €48.543 per project. Most of the funds were paid under the Calls published in 2014. In terms of trends, one general tendency is that the absorption of IPARD funds was increasing over times. For the vineyard sector during the first 4 years (2009-2012), only 13 projects were supported, but in the last 3 years (2013-2015) that number went to 180 supported projects. The reasons for this can be found in the more intensive PR of the availability of support and raised awareness about the IPARD, as support instrument. The percentage of the successful applications is 41.8%.

Table 24 M101 Overview of payments for the fruit sector (total public funds, EU + RNM)

M101 Overview per economic sector: <i>Fruits</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	15	608.569	4	49.408
2010	40	275.839	10	39.271
2011	88	598.575	31	144.922
2012	50	236.834	18	60.231
2013	189	1.772.377	112	1.037.327
2014	304	2.174.622	149	1.114.773
2015	260	1.975.836	100	562.932
Total	946	7.642.652	424	3.263.855

Under M101, in the fruit sector, the average value per paid project was €7.698, starting from €1.528 till €131.932. Most of the funds were spent under the calls published in 2014. In the fruit sector, the trend of absorption of funds was similar to the vineyard sector, the number of beneficiaries grew over time. In the first 4 years of programme implementation only 63 projects were supported, but in the last 3 years, the number of supported projects increased by 362. The percentage of successful applications is 44,8%.

Table 25 M101 Overview of payments for the vegetable sector (total public funds, EU + RNM)

M101 Overview per economic sector: <i>Vegetables</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	7	135.776	0	0
2010	12	382.387	4	67.692
2011	10	153.246	1	14.213
2012	3	20.736	0	0
2013	59	786.012	19	166.695
2014	223	2.149.441	102	1.097.769
2015	681	7.029.909	225	2.222.577
Total	995	10.657.507	351	3.568.946

Under M101, in the sector vegetables, the average value paid per project was €10.168, and ranged from €1.520, to €205.253. Most of the funds were absorbed under the Calls in the last year in 2015. In the vegetables sector, the difference between the first 4 years which saw 5 supported projects (between 2009 and 2012 there were no supported projects) and 346 in the last 3 years (2013 to 2015). The success rate of the applicants was 35,3%.

Table 26 M101 Overview of payments for the dairy sector (total public funds, EU + RNM)

M101 Overview per economic sector: <i>Milk</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	11	561.022	2	371.036
2010	3	100.807	0	0
2011	4	118.519	0	0
2012	4	252.549	0	0
2013	20	965.165	0	0
2014	20	2.295.188	1	253.258
2015	16	702.948	2	345.590

Total	78	4.996.198	5	969.884
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Under M101, in the milk sector, the average value per paid project was €235.258 and ranged from €193.977, starting to €371.036. Most of the funds were spent during the first year of publishing the Calls, (2009). Compared to the other priority sectors, milk has very specific trend in terms of fund's absorption. Funds were made available in 2009, 2014 and 2015, while in the other 4 years (2010 to 2013) no funds were spent. The success rate of the applicants was only 6,4%.

Table 27 M101 Overview of payments for the meat sector (total public funds, EU + RNM)

M101 Overview per economic sector: <i>Meat</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	8	525.159	1	87.806
2010	3	472.595	0	0
2011	9	544.811	0	0
2012	4	179.123	0	0
2013	4	187.012	0	0
2014	10	102.087	0	0
2015	11	921.521	4	153.236
Total	49	2.932.164	5	241.042

Under measure 101, in the priority sector for meat, the average value per paid project was €48.208, in a range from €26.561 to €87.806. All of the beneficiaries are in the production of pork meat. There were no successful applications in the poultry and beef production sectors. Most of the funds were spent in the last year of publishing the Calls: 2015. Very similar trend as the priority sector for milk, can be seen also here. The funds were spent only in 2 years, in 2009 and 2015, with success rate of only 10%.

Analysis of data from the Agricultural Accounting System (Farm Accountancy Data Network, FADN)

The legal framework for FADN was completed by preparation of final version of Rulebook for the scope and the manner of accounting data collection, as well as the farm return content. The enactment of the Rulebook is projected for April 2010. On the base of article 6, paragraph 1 of the Law on Establishing a Network for Collection of Accounting Data from Farmers ("Official Gazette of RM" Nr. 110/07), the Government of the Republic of North Macedonia, on proposal by the Minister of agriculture, forestry and water economy established National Committee for Farm Accountancy Data Network.

There is no comparable data available from FADN, as the system was in early stages of development, that directly relates or is relevant to this period of IPARD programme 2007 – 2013 implementation. The terms of funding were to allow FADN and National Institutions to collect actual farm data from the beneficiaries of the programme, however this could not take place as the system was still in development. The FADN system at this time was in its early stages of development. The end result is that there is no available data from the

FADN from which to make an assessment of Gross Value Added, which was a key indicator established in the programme design. The FADN systems are now becoming more operational, however it is clear from discussions at the PA agency that the obligation of farmers who are beneficiaries of funding to keep accounts for a five-year period is not controllable and is not being monitored. Under IPARD I regulations farmers could have been requested to provide the accountancy data in a standardised form to FADN. Information sharing with FADN is still believed to be in an early stage of development and requires time for data series to develop and for trends to be observed. Early information is now being shared for use by MAFWE and on request by academic institutions.

The process of alignment of Farm Accountancy Data Network (FADN) is ongoing, in 2018 there were continued concerns that its poor quality will prevent its effective use in policy design²⁶. It finished a phase of technical assistance in 2019 which addressed many of these issues aligning the Farm Accountancy Data Network (FADN) with EU rules. Efforts have also been made to improve data quality and widen its use for policy and research purposes. The key challenge in this process is the introduction and mandatory use of bookkeeping systems in the agricultural sector. If bookkeeping and accounting is in place in the sector, the FADN will function as intended and as soon as data are collected and time series are prepared, analyses of farm economic data can be made. However, in the meantime other methods can be used to estimate the realized effects (results and impacts) of the IPARD programme 2007 – 2013, and this will be demonstrated later in this report.

Summary of the evaluation of measure 101

- The programme meets the needs of the prioritized sectors, and contributes to the achievements of the overall objectives of the measure
- The effectiveness of the programme was high (201%) when compared with the amended financial plan, but low when compared with the original financial plan. The same was the case for the financial effectiveness (103%)
- The efficiency was 0.51 and thus twice as high as expected measured as the unit costs per investment.
- The absorption of the IPARD funds intensified through the years. There is a clear division of 2 periods in IPARD programme 2007-2013 in terms of fund's absorption: First period is 2009-2012, noted for the small absorption of funds and the second period, 2013-2015, characterised as period of success
- In terms of success rate of the applicants, the best results are seen in the fruit sector, mostly because of the situation with tractors in Resen and the support, which was given by NEA and other local NGOs, but very disappointing results with the sectors milk and meat.
- The analysis showed that the sectors with lower value added (grape/vineyards, fruits and vegetables) were more successful, having 967 successful application and absorbing 7,273.788 EUR, while milk and meat sub-sectors, as sectors with bigger value added, have only 10 successful applications, absorbing only 1.210.926 EUR
- The overall success rate of the applicants in this M101 is 40.3%.
- Effects are good for the supported beneficiaries in terms of income, GVA and productivity, but modest for the sector as a whole. The measure generated additional GVA of 313 million EUR, equal to 18.5

²⁶ COMMISSION STAFF WORKING DOCUMENT-The Former Yugoslav Republic of Macedonia 2018 and 2019 Reports

EUR in GVA per 1 EUR in total investment costs. The number of jobs generated was 787 to a cost of 21,477 EUR/job. The additional NVA was 169 million EUR. However, the deadweight was as high as 63% which is reducing the net effects substantially.

- Measure design was appropriate regarding eligible beneficiaries and eligible investments, especially when machinery was made eligible.
- Information was probably not sufficient in the first phase of the programme, where the complexity of the application procedures was new for the applicants and for the advisors. In the second phase, this problem seems to have been reduced.
- Timeline for calls and payments of support: The time from call to approval of the application and the final payment of the investment support was sometimes too long. In particular the timelack for reimbursement of investment costs paid by the beneficiaries was a problem squeezing the liquidity of the farmers.

5.6.2 [Measure 103 - Investments in processing and marketing of agricultural and fishery products for the purpose of restructuring these activities and achieving them within community standards](#)

Measure Description

This measure covers grant schemes aimed at the improvement of processing and marketing in the following sectors: milk and dairy products, meat and meat products with particular focus on the slaughtering lines improvement, fruit and vegetables and wine. These sectors have been selected on the basis of their export performance on the one hand, and the necessity to bring them in line with harmonized National legislation concerning hygiene, veterinary and sanitary standards, on the other.

This measure is primarily aimed at facilitating the implementation of the Community standards, aimed at reducing of the major shortcomings, which characterise the agro-food industry in the country in advance to its accession to EU.

Four priority sectors were identified:

1031 Priority sector for the Wine Sector

For the Wine Sector, the group of investment 10311 was aimed at the Improvement of wine product quality. This sets priorities that support the construction/reconstruction of production facilities and the installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards;

A second priority was investment in installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources,

The third priority was for the purchase and installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards;

A fourth priority was for Investment in equipment aiming for improvement of wine product quality from reception to finalisation (excluding anaerobic fermentation and aging tanks), equipment for quality monitoring and control system, testing laboratories, traceability systems, packing and marketing of products, including software

The fifth priority was for Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling.

Out of the 41 approved projects under measure 103, 5 of them were focused under this sub-measure and all of them were for the first priority for the construction & reconstruction of wine processing facilities and were combined with the fourth priority for purchasing equipment. These investments have total financial volume of €865.659. No projects were submitted and approved that address food safety sanitary and hygiene issues or for environmental compliance.

1032 Priority sector for Fruit and Vegetables Processing

Under group of investments 10321 ***Setting up and modernisation fruit and vegetable collection centres*** the priorities were:

- Investment support for construction/reconstruction of buildings for setting up or modernisation of fruit and vegetable collection centres;
- Investments in installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources, Purchase and installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards;
- Investments in equipment aiming for collecting, reception, cooling and storage units as well as purchase of equipment for grading, collecting, storing and cooling at collection points;
- Investments in equipment for quality monitoring and control system, test laboratories, traceability systems, packing and marketing of products, including software;
- Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling.

Under Group of investments 10322 **Modernisation of production technologies in fruit and vegetable processing establishments** the following priorities were determined:

- Investment support in construction/reconstruction of buildings for technological upgrading and introduction of modern technologies for fruit and vegetable processing, introduction of innovative technologies and new product line aimed at bringing the fruit and vegetables products' manufacturing in compliance with comprehensive market demand, new products' development, organisation of logistics, quality control system implementation and for improvement of facilities for achievement of environmental, food safety, sanitary and hygiene standards; Investments in installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources;
- Purchase and installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards; Investments in equipment aiming for collecting, reception, cooling and storage units as well as purchase of equipment for grading, collecting, storing and cooling at reception of at collection points;
- Purchase of equipment for improving and modernisation of production technologies for fruit and vegetable processing, packing and marketing including storage of final products; Investments in equipment for quality monitoring and control system, internal quality control (laboratory apparatus and placements for test laboratories), traceability systems, packing and marketing of products, including software;
- Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling.

In the sector of Fruit and Vegetables Processing, under IPARD 1, there were 20 successful applications (biggest number compared with the other 3 sectors). In terms of priorities identified for the sector, 16 of the investments were related to Modernization of processing facilities and 4 were related to Modernization of fruit and vegetable collection centres. Based on the situation in the food industry before the launch of the IPARD

programme 2007 – 2013, the focus on standards was very well justified and relevant for the operators. The relevance of the priorities set in the programme cannot be questioned based on the relatively low uptake. However, for those beneficiaries benefitting from the support under the IPARD programme, there was a clear eligibility criteria that the investments should fulfil EU standards after the implementation of the investment, and if not, they were not accepted for payment by the control authorities. Thus, the projects have contributed to the objective of the measure regarding food safety, sanitary and hygiene standards and traceability and quality assurance.

1033 Priority sector for Milk Processing and Milk Products

Two groups of investments were established under IPARD I to support this subsector. Under **10331 Setting up and modernisation of milk collection centres**. The priorities were broadly described as:

New investments in buildings and modernisation of the existing ones, building installations and equipment, for setting up and technological upgrading of collecting, reception, cooling and storage units for the milk as raw material, as well as the purchase of equipment for milk storing and cooling at collection points, specialised equipment for monitoring and control system of reception, collecting, processing and marketing channel of products, laboratory apparatus for quality control, transportation cooling tanks and investments to achieve compliance with environmental protection standards and sustainable use of energy.

Under **10332 Investments in modernisation and technological upgrade of the dairy establishments** the priorities are for:

- Investment support in construction/reconstruction of buildings for technological upgrading and introduction of modern technologies for milk processing, introduction of innovative technologies and new product line aimed at bringing the dairy products' manufacturing in compliance with comprehensive market demand, new products' development, organisation of logistics, quality control system implementation and for improvement of facilities for achievement of environmental, food safety, sanitary and hygiene standards;
- Investments in installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources;
- Purchase and installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards; Investments in equipment aiming for collecting, reception, cooling and storage units as well as purchase of equipment for collecting, storing and cooling at reception at collection points;
- Purchase of equipment for improving and modernisation of production technologies for milk processing, packing and marketing including storage of final products;
- Investments in equipment for quality monitoring and control system, test laboratories, traceability systems, packing and marketing of products;
- Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling and more efficient utilisation of by-products.

Under this priority for dairy enterprises, a total of 11 projects were financed through IPARD programme 2007-2013, 1 of them was an investment in a Milk collecting centre of €171.919 and the other 10 were targeted at the modernization of dairy establishments. 6 were in the Eastern part of the Country (3) East and (3) South east planning regions, 2 in Pelagonija and 1 in Polog, Skopje and Vardar planning regions. A total of 84 milk processing enterprises were identified in the programme documents. The target was for 50% to be modernised as a result of IPARD programme 2007 - 2013. This result is very disappointing.

1034 Priority sector for Meat products

Under Group of investments **10341 establishment of slaughter capacity for poultry** the priority was established for new investments in buildings and equipment, for establishment of slaughter capacity for poultry including installations and equipment for improvement of animal welfare standards in slaughterhouses and investments to achieve compliance with environmental protection standards for waste and water treatment and sustainable use of energy (including software). There was no uptake for this sub-measure and its priorities. No explanation has been provided and the relevance of this proposed action is questioned.

10342 Modernisation and technological upgrading for the existing slaughter establishments for cattle, pig, sheep/lamb and poultry prioritised investment supporting:

- construction/reconstruction of buildings for technological upgrading and introduction of modern technologies, introduction of innovative technologies and new product line, for ensuring quality monitoring and control systems and for improvement of facilities for achievement of environmental, animal welfare, food safety, sanitary and hygiene standards including treatment of organic waste and by-products;
- installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources,
- for the purchase and installation of the equipment and achievement of environmental, animal welfare, food safety, sanitary and hygiene standards
- equipment for improving and modernisation of slaughtering technologies including storage capacities;
- equipment for quality monitoring and control system, internal quality control, traceability systems, packing and marketing of products, including software
- in installations and equipment for compliance with environmental protection standards and waste treatment and handling including valorisation of waste (i.e. offal, lard, blood, connective tissues).and by-products obtained from slaughtering.

There was only one investment in under this measure worth €197.014 (in Vardar planning region) under the first priority for the construction/reconstruction of buildings. Given the requirement of 100% compliance with EC standards on accession this uptake and result is assessed as very disappointing.

10343 Investments for restructuring of meat processing establishments priorities included:

- Investment support in construction/reconstruction of buildings for technological upgrading and introduction of modern technologies meat processing, introduction of innovative technologies and new product line, for ensuring quality monitoring and control systems and for improvement of facilities for achievement of environmental, food safety, sanitary and hygiene standards including treatment of organic waste and by-products;
- Investments in installation of technical utilities and controlled conditions including for provision of sustainable use of energy from renewable sources,
- Purchase and installation of the equipment and achievement of environmental, food safety, sanitary and hygiene standards
- Investments in equipment aiming for collecting, reception, cooling and storage units of raw materials; Purchase of equipment for improving and modernisation of production technologies for meat processing, packing and marketing including storage of final products;

- Investments in equipment for quality monitoring and control system, test laboratories, traceability systems, packing and marketing of products;
- Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling;
- Investments in installations and equipment for compliance with environmental protection standards and waste treatment and handling including valorisation of waste (i.e. offal, lard, blood, connective tissues) and by-products obtained from meat processing.

The same comment is relevant for this measure as was the case under sub-measure 10342. Compliance in this sector is going to be a requirement of an accession process with the consequence that establishments could be forced to close if non-compliant with EC standards and inspection. However, the uptake was very low with 4 supported investments, with total public spending of € 401.903. These funds were used for construction & reconstruction of meat processing facilities and purchasing equipment for these facilities. It is understood that all investments targeted pig production enterprises and there were no investments in sheep or cattle processing.

1035 Priority sector for Milling and Cereals Products

Agriculture holdings applying for or implementing projects in the Municipalities affected by floods (these were listed in Table 2 of Annex 24 of the 8th modification of the Programme), at the beginning of the investment were to demonstrate use (own/rent/other rights) of arable land of at least 0.5 ha according to the Farm Register. Agriculture holdings dealing in livestock sector applying for investments concerning cereals production must demonstrate the following production capacities:

- registered number of dairy animals in the Farm Register and the Animal Identification Register of at least 5 cows and/or 150 sheep and/or 30 goats up to a maximum of 500 cows and/or 8,000 sheep and/or 800 goats at the end of investment and the existence of agriculture area of at least 1.5 ha for cereal cultivation at the end of investment.
- registered number of animals/poultry for fattening in the Farm Register and the Animal Identification Register (only for pigs and sows) of at least 100 pigs for fattening in annual turnover and/or 10 sows and/or 3,000 broilers in annual turnover up to a maximum of 30,000 pigs for fattening in annual turnover and/or 1,500 sows and/or 180,000 broilers in annual turnover and the existence of agriculture area of at least 2 ha of agriculture area for cereal cultivation at the end of investment.

Eligibility Criteria

The eligibility criteria for Measure 103 have changed over the period of implementation. Significant changes are observed between the 3rd and Final 4th Modified IPARD programming documents. The changes presented a more simplified approach to fulfilling the eligibility requirements. Most changes were made for the specific requirements. In the 2011 3rd version there were, for example 1 each criterion under 10311, 10322, and 10332 but 2 criteria under 10343, 4 criteria set for 10342, 5 eligibility criteria under 10321 as well as 7 under 10331. The specific eligibility criteria under the 2012 Modification run to 9 specific criteria for all measures of which two are general for all applicants. These 9 specific criteria are presented below:

- 1) The project in wine sector must target investment in existing wine processing capacities registered in the Wine Register;

- 2) The projects in fruit and vegetable processing sector shall exclude investments in production of fruit juices from fruit concentrates and fruit jams;
- 3) The projects in milk processing sector shall exclude investments in production of milk powder and butter;
- 4) Investments in construction of new facilities for fruit and vegetable, milk processing, slaughtering and meat processing are eligible only, if the existing capacity (establishment) is closed down due to reasons which preclude the upgrade to the relevant Community standards relating to the environment, animal health and animal welfare, food safety and occupational safety and verified by the competent authority via issued opinion accompanying the application.
- 5) As to prove sustainability of milk collection centre or collection centre for fruit and vegetables, the applicant must provide at least annual contracts with agriculture producers demonstrating regular supply of at least 30% of the raw material for processing or fresh produce;
- 6) As regards specifically investments in the milk sector, the investment must comply with EU standards, and in particular those specified in Regulation (EC) No 853/2004, Annex III, Section IX Chapter I, Raw milk primary production. However, the criteria stated in Regulation (EC) No 853/2004, Annex III, Section IX Chapter I, part III, point 3 (plate count and somatic cells), shall be considered as an aim to be reached and not as a precondition;
- 7) with regard to specific investments in the meat sector the investments must aim to meet the Community standards for animal welfare and slaughterhouse requirements for the establishment (in particular Regulation (EC) No 853/2004, Annex III, Section II: meat from poultry and lagomorphs, Chapter II: requirements for slaughterhouses, Chapter III: requirements for cutting plants, Chapter IV: Slaughter Hygiene, Chapter V: hygiene during and after cutting and boning);
- 8) All the beneficiaries must be registered in the Register for purchasers of agriculture products in MAFWE according to the Law on agriculture and rural development. The collection centres for fresh fruits and vegetables for further trade of the fresh produce must also register with respect to Law on trade at the end of the investment;
- 9) Excluded from investment are food operators which already meet EU standards and are registered for export in the EU. However, the food operators which are registered for export in the EU are eligible for grant support in investments in other production facilities in order to achieve the relevant EU standards.

The general and specific definitions for a beneficiary of an action under this measure were also substantially changed between the 3rd and 4th Modification. In this case simplified definitions replaced requirements difficult to comply with and also replaced/removed the restrictive capacity requirements needed to be eligible. To the 4th Modification beneficiaries were required to meet the following processing capacities:

An observation of these thresholds was that the minimum size would reduce a large number of potential applicants from being eligible for funding. This is clearly apparent when looking at dairy processing. The description of the milk processing sector clearly states that there are 84 processing enterprises of which 10% are small or medium size. This is found, as with other information provided in IPARD programming documents, not to be consistent throughout the document. A list of capacities of the dairies was provided as an annex to documents which presents the 84 enterprises, of which 26 of the 84 are above the minimum size of 5000 litres. The remaining 58 would not be eligible. The narrative of the programme lists 70 or 71 dairy enterprises. For assessment the annexed data is taken. This specific requirement was lifted in December 2012 for the final Calls of the programme. It was a similar situation faced by Wineries under early calls where the minimum capacity was set at 1500 hectolitres. In the IPARD programme descriptive section it is identified that there

were approximately 50 Wineries, of which 36 met the eligibility specification of a minimum production of 1500 hectolitres.

There is a clear programming rationale in defining thresholds in terms of capacity for the operators in the sector to be eligible. Small scale processors will not be sustainable, and the investment support will not be

Priority Sector	Beneficiaries	Group of Investment	Unit	Size of eligible beneficiary	
				Min	Max
1031 Wine Production	Wine Producers	10311	hl	1500	55,000
1032 Fruit and	Collection centres	10321	Tonnes	500	3000

feasible, when focus is on standards and export markets. Therefore, the restrictions on the group of eligible operators is justified, but the definition of the threshold for each priority sector and the allocations to the financial plan for the priority sectors must of course be in compliance. This means that the identification of the potential segment of

eligible applicants must be based on comprehensive studies of the feasibility of scale of production for each sector. It is not clear for the evaluation team, if these studies have been prepared prior to the launch of the programme.

Table 28 Eligibility criteria: Size of enterprises

Vegetable Processing	Drying	10322	Tonnes	40	500
	Freezing	10322	Tonnes	500	5000
	Preserving/canning	10322	Tonnes	500	5000
1033 Milk Processing and Dairy products	Collection/cooling/storing	10331	Litre/day	1500	30000
	Processing capacity	10332	Litre/Day	5000	100000
1034 Meat products	Poultry slaughter	10341/10342 10343	Head/day	5500	30000
	Cattle Slaughter	10342/10343	Head/day	15	150
	Pig Slaughter	10342/10343	Head/day	20	300
	Lamb Slaughter	10343	Head/day	50	4000
	Meat Processing	10343	Tonnes	2000	25000

The following findings are from the survey conducted among successful applicants and rejected applicants for measure 103, respectively.

20 approved applications

<i>Small enterprises</i>	<i>9 (45%)</i>
<i>Medium enterprises</i>	<i>5(25%)</i>
<i>Not indicated</i>	<i>6 (30%)</i>

19rejected applications

<i>Small enterprises</i>	<i>12 (63%)</i>
<i>Medium enterprises</i>	<i>7 (37%)</i>

The statistical validity of the survey is relatively low, so it is not possible to deduce any clear conclusions from these numbers. However, if those 6 enterprises with no indication of size are distributed evenly among small and medium sized companies, then the distribution between the two size groups is identical for successful and rejected applicants. What can also be seen is that there is no variation between the distribution between size groups, so rejected applicants are not typically smaller or bigger than the successful applicants.

Intervention logic

The objectives of this measure, M103, and its eligible costs, as part of the National strategy for IPARD 2007-2013 Program, did not reflect correctly the situation in the sectors which were supported. Such analysis should be conducted with much stronger inputs from the business sector (companies, associations and chambers) in order to provide realistic information about the absorption capacities of the potential applicants and beneficiaries.

Addressing Needs

The measure aimed to improve the processing and marketing conditions for agricultural products in order to fulfil the EU requirements (hygiene, food safety, quality, environment, animal welfare etc.) and to contribute to

implementation of the National Programme of Adoption of the EU Acquis (NPAA). One of the priorities of the NPAA is to adjust the agro-food sector, in particular the milk, meat, fruit and vegetable processing industries to the veterinary, sanitary and food safety standards of the EU.

General objectives of measure 103

At the beginning of the programme only a very few enterprises met EU requirements for hygiene, food safety, quality and environmental standards. As a result of harmonisation of the country's legislative acts related to the so-called "heavy Acquis", considerable capital expenditure was, and is, required to upgrade plants to the EU standards. Lack of capital prevents enterprises from undertaking investment projects necessary in the context of the EU integration.

Particularly, support for this measure was to improve the performances of agro-food production from the point of view of quality standards with respect to rationalisation of the installed capacities, their efficient use and to eliminate the supply chain malfunctions, manifested on specific markets, namely:

- To address the supply chain linkages that were weak and burdened with intermediaries- especially in the fruit and vegetable sector;
- Address capacity utilisation and a continuous degradation of productive equipment and a high degree of depreciation of the existing units that possessed neither high performance processing equipment nor competitive capacities, at the level of Community standards,
- Improve capacity to assure production quality and controls;
- Address a lack of equipment in food industry establishments, for the disposal of waste-water and residual products and provide sufficient protection of the environment, and the lack of laboratories and with equipment to measure and control the product quality;
- Low level diversification of agro-food products, according to the EU quality standards, although the consumers' requirements claim for an improvement of the range of processed products.

The utilized capacity for processing and marketing decreased substantially during the transition period. The agro-processing industry is jeopardised by seasonality and un-utilised installed capacities on the other hand. Despite the existence of excess capacity, the part of the existing capacity consists of old buildings and obsolete machinery.

Inputs

Measure 103 was initially designed and budgeted according to the indicative budget modification of 2011/12 with a total eligible investment of 57,739,502 EUR. This was significantly reduced in the 8th Modification of the programme in 2016 to 17,192,044 EUR. This was in response to the low level of absorption and uptake of the funds available. The estimated number of beneficiaries after the amendment of the financial plan is calculated to be 51 compared to the initial target of 170.

Eligible expenditures foreseen to achieve the stated objectives were limited to investment in fixed assets (construction or improvement of buildings; procurement of new machinery and equipment) and general investment costs. The common eligibility criteria defined that the investment must comply with the Community

standards. Certain priority criteria are defined, on the basis of which priority is given, inter alia, to investments in areas with more difficult conditions for agricultural management (mountain areas), investments of young users (under 40 years of age), investments of small and medium-sized enterprises. investments that expand the product portfolio.

Outputs

Total of 41 beneficiaries (small and medium sized companies) have implemented projects with objective to meet the Community standards and improve their market position.

Implementation

The implementation of the measure is presented in this section, starting with the relevant financial tables for accounts and for budgets.

Table 29 Financial tables, Implementation, IPARD Programme 2007-2013

Measure	Number of beneficiaries	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
103 Total	41	11,504,056	5,803,610	4,352,707	1,450,903	5,700,446
Wine	5	1,401,713	701,043	525,782	175,261	700,670
F&V	20	7,886,025	3,979,629	2,984,721	994,908	3,906,396
Milk	11	1,016,278	518,089	388,567	129,522	498,189
Meat	5	1,200,040	604,849	453,637	151,212	595,191
Milling and cereals	0	0	0	0	0	0

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Effectiveness of measure 103

Technical effectiveness is measured as the ratio of number of beneficiaries during the programme implementation related to the target for the measure set in the programming phase. In total 41 beneficiaries have benefitted from the financial support under the measure. The revised target calculated in this report was 51.

The technical effectiveness is then $41/51 * 100 = 80.4\%$

The financial effectiveness is calculated in the same way. The planned budget in relation to the factual expenditures. After the 8th amendment, a total of 17,192,044 EUR was budgeted as total eligible investments under measure 103. The factual implemented eligible investments were 11,504,056 EUR in total. The financial

effectiveness is then calculated as 66.9%

The ratio of technical effectiveness to financial effectiveness is thus 0.8 meaning that the average investment costs per project was 20% lower than expected in the budget.

Effects of measure 103

- ***Standards***

From the four case studies the finding is that three cases had fulfilled all EU standards for the whole company before the investment, while only one had no and did fulfil the standards after the investment was accomplished. Thus, the IPARD support contributes only to improvement of standards in one out of four projects.

- ***Additional Gross Value Added***

Four cases show additional 960,000 EUR or an increase of 6.2% right after the investment and 405,449 EUR and 2.5% increase two years after, in total an increase of 8.8%. In total the 41 projects have generated additional 9,840,000 EUR after the first year and additional 4,155,852 EUR after two years. The total additional generated GVA from measure 103 is 13,995,852 EUR.

- ***Job generation***

39 new jobs are generated right after the investment, 29 during the second year and 68 in total. An increase of 13.8% immediately after the investments and 9.0% after the second year. A total of 821 jobs are generated in the programme under measure 103.

- ***Additional Net Value Added***

The cases show an increase in NVA of 22.5% and 262,300 EUR after investment and again 5.4 % and 77,475 EUR after two years. A total of 10,754,300 EUR the first year in new NVA of all 41 projects and again 61,784,981 EUR after two years. In total 72,539,281 EUR in additional NVA.

- ***Growth in Labour productivity (GVA/FTE)***

The four cases provide a difficult set of data when it comes to labour productivity. According to the interviews the GVA/FTE fell after then investment with 11.7% to 37,190 EUR/FTE from 42,212 EUR/FTE, and again with 6% to 34,914 GVA/FTE EUR after two years. These figures are difficult to interpret, and there is no general statistical data from SSO to compare with,

Efficiency

- ***GVA/ invested EUR***

The generated additional GVA is 13,995,852 EUR, while the total investments are 11,504,056 EUR. The efficiency based on cases and extrapolated to measure level is 1.22 EUR in additional GVA per EUR invested. This is far below the calculations for measure 101, where the figure was 18 EUR per 1 EUR invested.

- ***EUR in investment / job generated***

According to the four case studies the cos per job generated under measure 103 is 14009 EUR/job.

Deadweight

The investments also without IPARD support would be 827,145 EUR according to the interviews of the four cases. The total support to the cases was 476,316 EUR. With an aid intensity of 50%, the deadweight would be 413,573 EUR. The deadweight is as high as 86.8% for the four cases under measure 103.

Indicative analysis of budget execution Measure 103

The following tables catalogue the various changes in the indicative budgets that occurred under different modification under the period of programme implementation.

Table 30 Indicative Budget Modification 2011/12

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR)
		Total Public Expenditure (EUR)	EU Contribution (75%)	National Contribution (25%)	
2007	1,960,000	980,000	735,000	245,000	980,000
2008	6,253,334	3,126,667	2,345,000	781,667	3,126,667
2009	9,520,000	4,760,000	3,570,000	1,190,000	4,760,000
2010	11,000,000	5,500,000	4,125,000	1,375,000	5,500,000
2011	13,653,333	8,826,666	5,120,000	1,706,666	8,826,666
2012	15,352,835	7,676,418	5,757,313	1,919,104	7,676,418
Total	57,739,502	28,869,751	21,652,313	7,217,438	28,869,751

Table 31 Indicative budget 8th Modification of the programme 2016

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR) (50%)
		Total Public Expenditure (EUR)	EU Contribution (75%)	National Contribution (25%)	
2007	3,192,000	1,596,000	1,197,000	399,000	1,596,000
2008	5,181,333	2,590,667	1,943,000	647,667	2,590,667
2009	4,863,939	2,431,969	1,823,977	607,992	2,431,969
2010					
2011	368,808	184,404	138,303	46,101	184,404
2012	1,744,697	872,349	654,262	218,087	872,349
2013	1,841,267	920,633	690,475	230,158	920,633
Total	17,192,044	8,596,022	6,447,017	2,149,005	8,596,022

Table 32 Financial plan/Programme budget after 8th modification 2015/2016

Measure	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
103 Total	17,192,044	8,596,022	6,447,017	2,149,005	8,596,022
Wine	515,761	257,880	193,411	64,469	257,881
F&V	1,891,125	945,563	709,172	236,391	945,562
Milk	3,438,409	1,719,206	1,289,403	429,803	1,719,201
Meat	8,596,022	4,298,011	3,223,508	1,074,503	4,298,011
Milling and cereals	2,750,727	1,375,363	1,031,523	343,840	1,375,364

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Table 33 Indicative Budget 4th Modification 2011

Group of Investments		% of Measure 103	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
1031	Wine Production	3	649,569	216,523	866,092	1,732,185
1032	Fruit and Vegetable Processing	11	2,381,754	793,918	3,175,673	6,351,345
1033	Milk Processing and dairy products	20	4,330,463	1,443,448	5,773,950	11,547,901
1034	Meat Products	66	14,290,527	4,763,509	19,054,036	38,108,071
Total			21,652,313	7,217,438	24,449,079	68,898,159

Table 34 Final Indicative Budget 8th Modification 2016

Group of Investments		% of Measure 103	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
1031	Wine Production	3	193,411	64,469	257,881	515,761
1032	Fruit and Vegetable Processing	11	709,172	236,391	945,562	1,891,125
1033	Milk Processing and dairy products	20	1,289,403	429,803	1,719,204	3,438,409
1034	Meat Products	50	3,223,508	1,074,503	4,298,011	8,596,022
1035	Milling and Cereals Products	16	1,031,523	343.840	1,375,364	2,750,727
Total		90	6,447,017	2,149,005	8,596,022	17,192,044

Indicative analysis by priority sector

Following an indicative analysis of each priority sector the findings under M103 were:

- The absorption of the IPARD funds intensified through the years, but not within all the sectors, there are examples where the first period of IPARD implementation was more successful than the following one,
- In terms of success rate of the applicants, the best results are seen in the milk sector, while other 3 sectors have similar success rate (around 20%)
- The analysis showed that the sectors wine and fruits & vegetables were more successful, having 25 successful applications and absorbing 4,442, 860 Euros, whilst the milk and meat sectors, have only 16 successful applications, absorbing only 1.285.863 Euros and
- The overall success rate of the applicants in this M103 is 21.2%.

Table 35 M103 Overview of payments for the wine production sector (total public funds, EU + RNM)

M103 Overview per economic sector				
Wine production	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	5	305.641	2	105.047
2010	3	184.288	0	0
2011	2	23.994	0	0
2012	1	260.743	0	0
2013	5	747.992	0	0
2014	7	923.888	3	847.994
2015	2	286.035	0	0
Total	25	2.732.581	5	953.041

Under M103, in the sector wine production, the average value per paid project was €190.018, and had a range from €15.849 to €724.236. The funds were disbursed only in 2 years, for the calls published in 2009 and 2014 and most of the were disbursed in the latter periods of implementation. In the second period of IPARD, from 2013-2015, there were 8 times more funds spent compared to the first half (2009-2012). The success rate of the applicant was 20%.

Table 36 M103 Overview of payments for the fruit & vegetables sector (total public funds, EU + RNM)

M103 Overview per economic sector: <i>Fruits & vegetables</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	23	3.746.207	4	606.044
2010	15	2.421.354	2	530.385
2011	30	4.345.754	6	878.169
2012	13	962.229	0	0
2013	5	592.772	1	281.025
2014	10	3.086.807	1	86.807
2015	17	2.507.331	6	1.108.389
Total	113	17.662.454	20	3.489.819

Under M103, in the sector of fruits & vegetables, the average value per paid project was €174.491, in a range from €13.033, to €632.585. Most of the funds were spent under the Calls in the last year, 2015. Here we have one specific situation that the funds spent in the first half of IPARD implementation are a bit higher than the funds spent in the second half. The success rate of the applicants was 16.7%.

Table 37 M103 Overview of payments for (total public funds, EU + RNM)

M103 Overview per economic sector: <i>Milk</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	11	649.250	3	114.311
2010	5	438.557	3	324.929
2011	5	145.991	2	67.276
2012	3	842.233	1	45.896
2013	1	11.506	0	0
2014	4	243.396	2	131.805
2015	3	111.052	0	0
Total	32	2.441.985	11	684.217

Under M103, in the sector milk, the average value per paid project was €62.159, in a range from €27.995 to €199.558. Most of the funds were spent under the Calls in 2010. Again, as the previous sector, most of the funds are spent in the first half of the IPARD implementation period, 2009-2012. The success rate of the applicants is 34,4%.

Table 38 M103 Overview of payments for the wine production sector (total public funds, EU + RNM)

M103 Overview per economic sector: <i>Meat</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	2	161.702	0	0
2010	2	661.718	0	0
2011	1	0	0	0
2012	4	764.138	1	198.390
2013	3	304.386	0	0
2014	7	602.451	2	110.974
2015	4	292.282	2	292.282
Total	23	2.786.677	5	601.646

Under M103, in the sector meat, the average value per paid project was €120.329, in a range from €38.187, to €254.094. Most of the funds were paid under the Calls in the last year, 2015. Specific to this sector was that the funds were spent in 3 years only (2012, 2014 and 2015), while in the other 4 years (2009-2011 and 2013) there was not any spending. The success rate of the applicants was 21,7%.

Programme Specific Indicators and Quantified Targets for Measure 103

In table 39 below are presented the indicators, their targets and the achievements for measure 103 of the IPARD programme 2007 – 2013. All common EU indicators on output, result and impact level and indicators linked to programme specific evaluation questions are included in the table. Regarding the output indicators, two set of data are used: For the original financial plan (2011) and for the financial plan related to the 8th amendment (2015). Measurements are made in relation to both plans.

Table 39 Indicators, targets and achievements for measure 103

Type of indicator	Indicator	Target	Achieved
		2007 - 2013	
Output on measure level	Number of applications received	190 (2011)	193 (98.4 2011)
	Number of applications approved	170 (2011) 51 (2015)	41 (24% 2011) (80.4% 2015)
	Number of establishment supported	170 (2011) 51 (2015)	41 (24% 2011) (80.4% 2015)
	Total volume of investment, EUR	57,739,502 (2011) 17,192,044 (2015)	11,504,056 (19.2% 2011) (66.9% 2015)
	Share of modernized processing establishments of total registered establishments in the priority sectors covered by the measure	80%	21%
	Share of reconstructed slaughterhouses in full compliance with Community standards of total registered slaughterhouses	90%	0%
	Share of supported establishments that have improved milk hygiene requirements according to Community requirements of total registered milk and dairy establishments	70%	24%
Result on measure level	Number of supported establishments introducing Community standards	170 (2011) 51 (2015)	41 (24% 2011) (80.4% 2015)
	Increase in GVA in supported holdings/enterprises (range %)	7% - 10%	8.8%
Impact (programme level)	Economic growth in food sector - net additional added value	No quantified target	72.5 million EUR
	Labour productivity in food sector - change in gross added value per full-time equivalent (GVA/FTE)	No quantified target	No reliable data

Source: IPARD programme 2007 – 2013, monitoring data and own calculations

The IPARD programme have defined the following specific indicators for this measure. The questions are also inserted in the table above:

- Share of modernised processing establishments of total registered establishments in the priority sectors covered by the measure (approx. 80%). This was calculated to have achieved a 21,2% result
- Share of reconstructed slaughterhouses in full compliance with Community standards of total registered slaughterhouses (approx. 90%). This was not achieved the result was no new compliance.
- Share of supported establishments that have improved milk hygiene requirements according to Community requirements of total registered milk and dairy establishments (approx. 70%). This was also low. It was reported that 24.4% of establishments reached this objective. There were 11 beneficiaries in this sector. It is not clear how this result was derived unless there was only partial compliance in one establishment. In all this refers to 3 of the 84 identified milk processing enterprises and is regarded as a disappointing result.

An estimated baseline number of enterprises is taken from the sector descriptions provided in IPARD I programming documents and the assessment of the level of achievement of measure 103 and additional comment is provided below.

There are officially 21 slaughterhouses registered by the Food and Veterinary Agency²⁷, of which 7 are licensed for lamb export. The slaughterhouses that are operating in the country vary in age, but the vast majority were constructed 20 – 30 years ago. The target of IPARD I was for 90% of these to be reconstructed in FULL COMPLIANCE with community standards. This was a target of approximately 19 of the 21 to be modernised. Under IPARD programme 2007-2013 no slaughterhouses were beneficiaries. The objective then was not met and is regarded as disappointing.

The number of officially registered dairy factories at the veterinary inspection is of 84 factories. According to EC-definitions, of which 10% of them were of medium and small size. The rest were at a micro business level. The indicator called for 70% (59 enterprises) to have improved milk hygiene requirements according to Community requirements. The programme implementation rules made this target at the beginning of implementation impractical as of the 84 dairy enterprises registered only 26 to be eligible for funding.

There were 37 meat processing establishments in addition to Slaughterhouses registered with the Veterinary Authority. Five received funding, and all were reported in the pig sector.

The four priority sectors are Wine Production, Fruit and Vegetable processing, Milk Processing and Dairy Products and Meat Products. There were around 50 F&V processors in the country. IPARD Programme Documents determine the number of meat processors as 37 and slaughterhouses at 21. The number of Dairy Processing and Milk Production units used as a baseline includes 84 enterprises (although this is not consistent in the document in which it varies between 70, 71 and 84). The number of Wine producing enterprises listed for a baseline in IPARD 1 was 50. In total this amounted to an approximate 242 Enterprises of which 80% were to be modernised. The 80% equates to 194 enterprises. This number is higher and not consistent with the targets set for this measure for IPARD I.

²⁷ *Food and Veterinary Agency is a sole competent authority for the control of the safety of food and feed, for the implementation, control, supervision and monitoring of veterinary activities in the field of animal health, their welfare, veterinary public health, and for the control of laboratories. The registration of food operators /slaughterhouses is organized within regional offices of 31 municipalities in the country.*

The actual number of projects financed under measure 103 was 65 contracted of which 41 were paid. The target number of applications for funding was 170. Of the 41 not all were completed in full or received their full approved funding. In this case the measure general objectives are consistent with the number of enterprises listed at that time in IPARD documents. However, this measure was very far from achieving its target and apart from some individual success at project level must be regarded as a failure.

Summary of the evaluation of measure 103

- The measure meets the needs of the prioritized sectors and contributes to the achievements of the overall objectives of the measure.
- The measure objectives were relevant in the light of the challenges and needs the sector is facing, in particular on the export markets.
- The technical effectiveness of the measure was high when compared with the amended financial plan 80.4% (41 beneficiaries out of the revised target of 51), but low when compared with the original financial plan. The same was the case for the financial effectiveness, which was 66.9%: Of 17,192,044 EUR budgeted as total eligible investments, the factual implemented eligible investments were 11,504,056 EUR in total.
- The efficiency measured as the ratio of financial effectiveness to technical effectiveness is 0.8 meaning that the average investment costs per project was 20% lower than expected in the financial plan.
- In terms of success rate of the applicants, the best results are seen in the milk sector with 11 successful applications out of 32, and lowest in the sectors fruits and vegetables with 13 successful projects out of 113.
- The overall success rate of the applicants in this measure 103 is 21.2%.
- Effects are good for the supported beneficiaries in terms of income, GVA and productivity, but modest for the sector as a whole. The additional GVA at measure level is extrapolated to be 14 million EUR equal to 1.22 EUR in additional GVA per 1 EUR invested. 821 jobs are generated to an average cost of 14,000 EUR per job. The additional Net Value Added is 72.5 million EUR. The deadweight is estimated to be as high as 87% which is remarkably high.
- Measure design was appropriate regarding eligible beneficiaries and eligible investments, especially when capacity thresholds were reduced.

5.6.3 Measure 302 - Diversification and development of rural economic activities

Measure Description

The measure targets support for establishment of micro-enterprises and crafts in rural areas and support to rural tourism development. The priority envisaged for investments under this measure were to support building or modernisation of buildings in the rural areas for tourist purposes and investments in development of complementary sports and recreational services or to improve the quality of the services or for establishment and/or expansion/modernization of catering businesses respecting the environmental protection and hygiene norms regarding the life environment of the population.

Traditional food and speciality food is an asset of the country's rural areas. Providing support for establishing and modernisation of processing activities were to add value to the home-made recipes and promote the entrepreneurial skills of the rural population. Investing in traditional handicrafts activities was to add another focus to the promotion of long but loosing tradition while variety of qualifications are disappearing in the economic transition overhaul with mass production. Promoting the crafts services was to contribute to self-employment and increase of provision of variety of services to the rural population thus improving the quality of life.

Priority was to be given to investments for the creation and development of micro and small economic businesses in rural areas related to food processing, non-food production activities, introducing new alternative agriculture production on agriculture holding and provision of agriculture services, crafts and rural tourism.

Within the framework of this specific measure, support was to be provided for the following group of investments.

Establishment and upgrade of non-agriculture production activities in rural areas.

The first **Priority of Investments (3021)** under this measure was for the **establishment and upgrade of non-agriculture production activities in rural areas**. This was to be divided between two groups of investments:

30211 Development of small-scale food processing capacity where the priorities were in:

- Investment support in construction/reconstruction of buildings for establishment and modernization of food processing establishments for producing traditional/novelty food products,
- Purchase of machinery and equipment for processing, packaging, labelling and storage,
- Purchase of equipment for technical utilities, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,
- Purchase and installation of the equipment and achievement of occupational safety, environmental, sanitary and hygiene standards.

In total, for M30211 under IPARD I there were 8 projects supported with total value of €731.259. Half of these investments were in Pelagonija planning region (4 applications), 2 in Skopje planning region and 1 in East and Southeast planning regions. These funds were used mainly in buildings' construction activities and some purchases of equipment specific to each business.

30212 Development of non-food production activities prioritised:

- Investment support in construction/reconstruction of buildings for establishment and modernization of production facilities for non-food production activities,
- Purchase of machinery and equipment for processing, packaging, labelling and storage,
- Purchase of equipment for technical utilities, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,
- Purchase and installation of the equipment and achievement of occupational safety, environmental, sanitary and hygiene standards.

Under 30212 group of investment, there were 3 projects financed by IPARD 1, worth €202.837. 2 of them were located in East planning region and 1 in Skopje planning region. These funds were used for buildings' construction activities and purchasing equipment for each specific business.

30213 Setting-up and modernization of collection centres for forest products was to generate projects with:

- Investment support in construction/reconstruction of buildings for establishment and modernization collection centres for forest products (non-timber), collection points/stations and facilities for primary
- processing, packing and sales of forest products,
- Purchase of equipment for achievement of minimum – technical standards for the operation, technical utilities, climate conditions, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,
- Purchase of machinery and equipment for collection, reception, primary processing, packaging, labelling and storage including equipment for collection and storage at collection points/stations,
- Purchase and installation of the equipment and achievement of environmental, sanitary and hygiene standards.

There were few applications noted in the evaluation approved projects under this sub-measure suggesting that it needs to be reviewed for relevance. During the entire IPARD 2007-2013 period, there were only 5 applications submitted and only one contract signed, which was never completed.

30214 Promotion of traditional handicrafts targeted:

- Investment support in construction/reconstruction of buildings for establishment and modernization for traditional handicrafts activities, including facilities for marketing and selling points of craft products,
- Purchase of equipment for achievement of minimum – technical requirements for the craft operation, technical utilities, climate conditions, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,
- Purchase of machinery, tools and equipment for the relevant craft activity,
- Purchase and installation of the equipment for achievement of occupational safety standards.

There were no approved projects under this sub-measure suggesting that it needs to be reviewed for relevance. Under this sub-measure, there were 17 unsuccessful applications, rejected for different reasons (applicants were not residence in rural area, weak quality of the submitted application, etc.)

30215 Support for provision of rural services (non-agriculture):

- Investment support in construction/reconstruction of buildings for establishment and modernization for provision of rural services,
- Purchase of equipment for achievement of minimum – technical standards for the operation, technical utilities, climate conditions, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,

- Purchase of machinery, tools and equipment for the relevant rural service, Purchase and installation of the equipment for achievement of occupational safety standards related to the economic activity.

Under 30215 group of investment, only one project was financed worth €53.306, located in the South east planning region. Another 9 applications were not found to be compliant and not considered for funding.

Diversification of agricultural Incomes

The 3022 Priority of investments was targeted as diversification of agriculture incomes. It targeted three groups of investments:

- **30221 Introduction of alternative agriculture production systems in which it was intended to be** Investment support in construction/reconstruction of buildings, greenhouses/glasshouses and auxiliary facilities (open or closed) for establishment and modernization of alternative agriculture production
- systems, including facilities for primary processing, packaging and marketing of the outputs and selling points from the agriculture holding,
- Investment in setting-up perennial plantations,
- Purchase of equipment for achievement of minimum – technical standards for the operation, technical utilities, climate conditions, including provision of connected infrastructure, and equipment for
- sustainable energy use from renewable resources,
- Purchase of agriculture machinery, tools and equipment for the relevant alternative agriculture production activity.

Under this specific code of investment, 4 projects were supported, worth €130.383. They were located in Pelagonija planning region (2), South west (1) and East (1).

Provision of agricultural services

The 3023 priority of investments for provision of agriculture services in rural areas and was within the same budget line as the 3022 Priority of investments.

30231 Investments for setting-up of “Machinery Rings”

- Investment support in construction/reconstruction of buildings and equipment for setting-up of “Machinery Rings” created on voluntary basis for the purpose of protecting agriculture holdings from non-economical investments into excess of agriculture machinery and equipment and for the rational use of existing agricultural machines through service rendering both to the owner of the machine and to the agriculture holdings who do not have specific agricultural means,
- Investments in facilities and equipment for units for supplying agricultural inputs (fertilizers, seeds and planting material, plant protection products, fuels and lubricants) and units rendering mechanization services for agriculture,
- Procurement of agriculture machinery and equipment, offices equipment and IT equipment and construction investments in sheds for the agriculture machinery and equipment,
- Investment in facilities, equipment and tools for repair of agriculture machinery and equipment
- Purchase and installation of the equipment for achievement of occupational safety standards,

There were no approved projects under this sub-measure suggesting that it needs to be reviewed for relevance. Under this sub-measure there was only one application during the entire implementation period, submitted by one cooperative from Pelagonija region.

30232 Establishment and upgrade of private Veterinary services

- Investment support in construction/reconstruction of buildings for the establishment and upgrade of private veterinary stations for provision of animal health services in villages, including auxiliary facilities for the sanitary and hygiene requirements and waste collection and treatment and facilities for hospitalizing the animals during treatment,
- Purchase of equipment for achievement of minimum – technical standards for the operation, technical utilities, climate conditions, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources,
- Purchase of machinery, tools and equipment for the veterinary service,
- Purchase and installation of the equipment for achievement of occupational safety standards, environmental, sanitary and hygiene standards, waste collection and treatment.

There were no approved projects under this sub-measure suggesting that it needs to be reviewed for relevance. Under this group of investments there was only one application during the entire period, submitted by one company from Polog region. It was not selected for funding on a compliance issue.

Rural Tourism

The final Priority of investments (3024) was for the promoting of rural tourism activities in rural Areas.

30241 Construction/Reconstruction and modernization of rural tourism facilities:

- Investment support in construction/reconstruction of rural buildings and/or old traditional agriculture buildings (mills, barns, etc.) for provision of rural accommodation, rural museum, minimum sanitary/hygiene requirements, catering, tasting, selling point, as well investments in complementary recreational facilities;
- Purchase of equipment for achievement of minimum-technical requirements for the operation, technical utilities, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources;
- Purchase and installation of the equipment and achievement of environmental, sanitary and hygiene standards;
- Investments in equipment for rural accommodation, catering, tasting, selling points, rural museum as well investments in equipment for complementary recreational facilities.

Under this specific code of investment, 2 projects were financed, with a total value of €206.616. One of the projects was in Polog planning region and one in South west planning region. Funds were used for renovation of rural hotels' accommodation in both cases. In relation to the rejected applicants, in total, for this group of the investments there were 77 applications, most of the 75 unsuccessful applicants, were rejected for uncompleted documentation, low quality of the applications and not-following the instructions from the PA. 3

additional contacts were sign, but the projects were not implemented. The success rate of the applicants in this sub-measure was only 2,5%.

30242 Construction/Reconstruction and modernization of outdoor accommodation facilities:

- Investment support in construction/reconstruction of sites for outdoor accommodation (i.e. camping area, trailer camps, bungalows etc.), catering premises in rural areas, provision of sanitary/hygiene requirements, complementary recreational facilities;
- Purchase of equipment for technical utilities, including provision of connected infrastructure, and equipment for sustainable energy use from renewable resources;
- Purchase and installation of the equipment and achievement of environmental, sanitary and hygiene standards;
- Investments in equipment for outdoor accommodation, catering services, recreational facilities.

There were no approved projects under this sub-measure suggesting that it needs to be reviewed for relevance. During the entire period of IPARD programme 2007-2013, there were only 3 submitted applications, all rejected for their low quality of the application and related documentation.

Budget for measure 302

The budget for measure 302 following the 8th amendment of the financial plan for the IPARD programme 2007 – 2013 is presented in the table below.

Table 40 Programme budget after 8th modification 2015/2016

Measure	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
302 Total	3,968,750	1,984,375	1,488,281	496,094	1,984,375
Non Agricultural	1,150,938	575,469	431,602	143,867	1,150,938
Diversification	793,750	396,875	297,656	99,219	793,750
Agri services	595,312	297,656	223,242	74,414	595,312
Rural tourism	1,428,750	714,375	535,781	178,594	1,428,750

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

The 8th amendment of the financial plan caused a significant reduction in the budget for measure 302 from 25.9 million EUR to a little below 4 million EUR. The reduction was due to the low uptake of funds from the rural communities during the first calls.

Eligible costs foreseen for the achievement of the defined objectives were limited to investments in fixed assets and general costs related to investments, with priority being given to investments in diversification and development of rural economic activities as well as investments by women entrepreneurs and young entrepreneurs.

Eligibility Criteria

Measure 302 highlights issues in the programme for eligibility criteria. Within the implementation of the IPARD Programme 2007-2013, all projects approved and co-financed during the first seven calls were later cancelled/terminated. Because of this, measure 302 showed no financial achievement in terms of co-financing by July 2014. As an outcome of Call 8, four (4) projects under the measure have been approved and contracted.

Measure 302 is affected by a high rate of rejections. According to the Annual Implementation Report 2012, incompleteness of documentation is a major reason for rejection. The PA report presented during the Monitoring Committee of June 2014 offers an updated overview of the main reasons for rejection during these first calls: 21 (40%) were incomplete, while 19 (36%) were "ineligible".

Table 41 Overview of applications under Measure 302 / Source: MA Final Report December 2017

Public call	Received (A)	Contracted (B)	Paid ©	Rate of approval (B/A)	Rate of payment (C/B)	Rate of realization (C/A)
01/2009	34	1	0	2,9%	0,0%	0,0%
01/2010	20	0	0	0,0%	0,0%	0,0%
01/2011	22	7	0	31,8%	0,0%	0,0%
02/2011	19	1	0	5,3%	0,0%	0,0%
03/2011	26	0	0	0,0%	0,0%	0,0%
01/2012	18	0	0	0,0%	0,0%	0,0%
02/2012	14	0	0	0,0%	0,0%	0,0%
01/2013	53	4	2	7,5%	50,0%	3,8%
01/2014	35	7	3	20,0%	42,9%	8,6%
02/2014	35	8	4	22,9%	50,0%	11,4%
01/2015	33	2	0	6,1%	0,0%	0,0%
02/2015	53	8	2	15,1%	25,0%	3,8%
Total	362	38	11	10,5%	28,9%	3,0%

Table 42 Overview of rejections by group of investments Calls 1-7 / Source: MA: Annual Report, 2016

Type of investment	Applications received for diversification and development of rural economic activities				
	Received	Rejected	Approved	Cancelled	Completed
30-1 - Establishment and upgrade of non-agriculture production activities in rural areas	92	81	11	8	0
30-2 - Diversification of agriculture income	93	92	1	1	0
30-3 - Provision of agriculture services in rural areas	0	0	0	0	0
30-4 - Promoting rural tourism activities in rural areas	21	20	1	0	0
TOTAL	206	193	13	9	0

The eligibility criteria, as detailed in the IPARD Programme required significant supporting documentation. The analysis of reasons for rejection of applications showed that in many cases, besides incomplete (partially or inadequately completed) application forms, more than 1 document was missing or was incomplete. Among most frequent missing documents were the following:

- Proof of finished education
- Construction/reconstruction/adaptation/upgrade permit
- A property list for land / facility ownership
- A lease contracts
- Confirmation that the investment is in line with LDS
- Business plan
- Bid / contract / invoice
- 3 offers from different suppliers
- Proof of unpaid payments to the MAFWE or other public institutions
- Confirmation for settled liabilities to the relevant bank
- Book of fixed assets, recording available and newly purchased and disposed movable and immovable assets.
- Decision for approved elaborate / study on environmental protection
- Statement of the State Labour Inspectorate on accomplishment of the obligations in the field of safety and health at work
- Proof of Ownership Structure of supplier

- Declaration of country of origin
- Shareholder book of suppliers

The eligibility and documentation requirements were reviewed following this result with progress towards approval of projects in the last 5 calls. However as seen in the 1st call of 2105 the rejection rate is still very high, and the acceptance rate is generally very low suggesting that further review of the measure is required.

Intervention logic

The objectives of this measure and its eligible costs, as part of the National strategy for IPARD Program 2007-2013, did not reflect the situation in the sectors, which were supported. Such analysis should be conducted with much stronger inputs from the business sector (companies, associations and chambers) in order to provide realistic information about the absorption capacities of the potential applicants in rural communities.

Addressing Needs

The purpose of the measure was to provide a sound basis for financing projects that are aimed at development and financing of alternative economic activities in rural areas. These activities include alternative economic activities on agriculture holdings, which would provide diversification of the on-farm income currently depending solely on agriculture. They could support production of speciality food characterised by the traditional taste of rural areas, promotion of rural tourism valuing the natural advantages and traditional aspects of the rural communities and promotion of crafts focusing on handicrafts activities and crafts services. In this way the rationale was contributing to the increasing of competitiveness and added value of the rural economies, improvement of quality of life and creation of job opportunities at the same time.

General objectives of measure 302

The general objective was to support investments, destined to increase the variety of economic fabric in the rural areas while promoting job creation and income generation incorporating the natural and traditional values.

The development of rural areas in the country has seen to have a close relationship with the development of agriculture sector. Agriculture has traditionally been one of the most important sectors in the rural economy and a main source of income for a large portion of the rural population. Still the production tends to be rather volatile and climate dependent, jeopardising the rural livelihoods.

Agricultural activities alone are not able to provide suitable income to the rural inhabitants because of structural delays; therefore, diversifying of the on-farm income with introducing different on farm economic activities in the rural areas was envisaged. In agricultural holdings, this was seen as a search for additional employment and income possibilities in the processing and marketing of agricultural products cultivated on the holding as well as introducing of alternative cash crops.

Implementation

The table below presents the factual expenditures under measure 302 distributed on funding sources and priority sectors. The number of successful beneficiaries is also included and distributed on priority sectors.

Table 43 Measure 302, financial plan and number of beneficiaries

Measure	Number of beneficiaries	Total eligible investments (EUR)	Total public support (EUR)	Of which EU (EUR)	Of which national (EUR)	Total private funding (EUR)
302 Total	18	3,832,313	1,554,263	1,243,411	310,852	2,278,049
Non Agricultural	13	3,362,573	1,293,297	1,034,637	258,659	2,069,275
Diversification	4	293,361	162,978	130,382	32,595	130,382
Agri services	0	0	0	0	0	0
Rural tourism	1	176,378	97,987	78,390	19,597	78,390

Source: MAFWE: Final report on the implementation of the IPARD Programme 2007 – 2013 for the period 1 January 2007 – 31 December 2017.

Priority on support to establishing non-agricultural activities was the only priority with success. 88% of the total eligible investment costs were invested under this priority, while the other three priorities almost did not demonstrate any uptake.

Total of 18 beneficiaries have implemented projects with objective to meet the Community standards and improve their market position.

Whilst this intervention logic was assessed in this evaluation as sound as appropriate there were very few projects funded under this measure. The target number of applications received was achieved by approximately 85% but the number of approved applications was very low and the number of finished projects even lower. If this measure is to be a success, the implementation rules need to be reviewed and tailored more to the local environment to facilitate disbursement of funds.

Effectiveness of measure 302

Technical effectiveness is measured as the ratio of number of beneficiaries during the programme implementation related to the target for the measure set in the programming phase. In total 18 beneficiaries have benefitted from the financial support under the measure. The revised target calculated in this report was 24.

The technical effectiveness is then $18/24 * 100 = 75\%$

The financial effectiveness is calculated in the same way. The planned budget in relation to the factual expenditures. After the 8th amendment, a total of 3,968,750 EUR was budgeted as total eligible investments under measure 302. The factual implemented eligible investments were 3,832,313 EUR in total. The financial effectiveness is then calculated as 96.6%

The ratio of financial effectiveness to technical effectiveness is thus 1.3 meaning that the average investment costs per project was 30% higher than expected in the budget.

Effects of measure 302

- ***Standards***

All three cases under this measure did comply to EU standards after the investment for the whole enterprise. This picture is typical for investments under this measure.

- ***Additional Gross Value Added***

Three case studies have generated 34,900 EUR in additional GVA the first year, and additional 19,200 EUR after two years. The total additional GVA of all 18 projects under the measure is 209,400 EUR after the investments and 115,200 after two years. A total 324,600 EUR in additional GVA. The additional GVA is equal to an increase of 197%.

- ***Job generation***

According to the three cases, 13 jobs are generated after two years with 5 jobs the first year and 8 jobs after the second year. For the 18 projects under the measure in total 100 jobs are generated to a cost of 38,278 EUR per job.

- ***Additional Net Value Added***

According to the three cases, 4,568 EUR are generated immediately after investments in additional NVA, and 3,988 EUR after two years. With 18 projects, the total NVA contribution is 82,230 EUR after investments and 71,790 EUR after two years. A total of 154,020 EUR is generated in additional NVA.

- ***Growth in Labour productivity (GVA/FTE)***

Labour productivity has developed in a way difficult to interpret. The 3 cases show an increase of 1,458 EUR/FTE after the investment equal to an increase of 15% from the level of 9,133 EUR/FTE before the investment. This is fine. But after two years the GVA/FTE is down with 3,908 EUR to 6,683 EUR/FTE, which is a reduction of 37% to the peak just after the investments. It seems that the beneficiaries have focused more on generating new jobs than on ensuring a high labour productivity. It is difficult to compare these figures with general sector statistics since the types of projects under the measure differs a lot.

Efficiency

- ***GVA/EUR***

The efficiency in terms of additional GVA per EUR invested is very low. The total additional GVA is 324,600 EUR, and the total investments are 3,832,313 EUR. The efficiency is then 0.085 EUR in additional GVA per EUR invested.

- ***EUR/Job***

According to the three cases, the costs per new job are 38,278 EUR/job.

Deadweight

The deadweight is typically low for this measure, when comparing with other countries. Here the deadweight is 7%. The investment in the 3 cases also without IPARD support would have been 34,439 EUR with a total support of 248,804 EUR to the cases. With the 50% aid intensity the dead weight is 17,220 EUR equal to 7% of the total support. It is a modest deadweight and highly appreciated.

Indicative analysis of budget execution for measure 302

The following tables catalogue the changes in indicative budget for measure 302 during the period of programme implementation.

Table 44 Indicative Budget 2011

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR)
		Total Public Expenditure (EUR)	EU Contribution (75%)	National Contribution (25%)	
2007	1,008,000	504,000	378,000	125,000	504,000
2008	3,216,000	1,608,000	1,206,000	402,000	1,608,000
2009	4,896,000	2,448,000	1,836,000	612,000	2,448,000
2010	5,000,000	2,500,000	1,875,000	625,000	2,500,000
2011	5,546,667	2,773,333	2,080,000	693,333	2,773,333
2012	6,237,089	3,118,545	2,338,909	779,636	3,118,545
Total	25,903,756	12,951,878	3,237,970	9,713,908	12,951,878

Table 45 Indicative Budget 2015 (Modification 8)

Year	Total Eligible Costs (EUR)	Public Expenditure			Private Contribution (EUR)
		Total Public Expenditure (EUR)	EU Contribution (75%)	National Contribution (25%)	
2007	784,000	392,000	294,000	98,000	392,000
2008	2,144,000	1,072,000	804,000	268,000	1,072,000
2009					
2010					
2011	77,642	38,821	29,116	9,705	38,821
2012	387,710	193,855	145,391	48,464	193,855
2013	575,398	287,699	215,774	71,925	287,699

Total	3,968,750	1,984,375	1,488,281	496,094	1,984,375
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Table 46 Indicative Breakdown for Measure 302 in 2011

Group of Investments		% of Measure 302	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
3021	Establishment and upgrade of non-agricultural production in rural areas.	32	3,108,451	1,036,150	4,144,601	8,289,202
3022/3	Diversification of agricultural income and provision of agricultural services in rural areas	27	2,622,755	874,252	3,497,007	6,994,014
3024	Promoting Rural Tourism activities in rural areas	41	3,982,702	1,327,68	5,310,270	10,620,540
Total		100	9,713,909	3,237,970	12,951,878	25,903,756

Table 47 Indicative Breakdown for Measure 302 in 2015 (Final Modification 8)

Group of Investments		% of Measure 302	EU Funds (EUR)	National Funds (EUR)	Private Contribution (EUR)	Total Contribution (EUR)
3021	Establishment and upgrade of non-agricultural production in rural areas.	29	431,602	143,867	575,469	1,150,938
3022/3	Diversification of agricultural income	20	297,656	99,219	396,875	793,750
3023	Provision of agricultural services in rural areas	15	223,242	74,414	297,656	595,312
3024	Promoting Rural Tourism activities in rural areas	36	535,781	178,594	714,375	1,428,750
Total		100	1,488,281	496,094	1,984,375	3,968,750

The final allocations of funds under this measure are presented in *Table 48* below:

Table 48 Implementation of M302 financial targets Source: MA 2017

	% of the measure 302	EU funds planned (EUR)	EU funds contracted (EUR)	EU funds paid (EUR)	% of budget implementation
Establishment and upgrade of non-agriculture production in rural areas	29%	431.602	167.728	25.685	1.7%
Diversification of agriculture in income and provision of agriculture services in rural areas	20%	297.656	1.346.731	659.505	44.3%
Investments for the provision of agricultural services in rural areas	15%	223.242	0	0	0%
Promoting tourism in rural areas	36%	535.781	481.249	137.278	9.2%
Total	100%	1.488.281	1.995.708	822.468	55,3%

Indicative analysis by priority sector

The indicative analysis per supported priority sector under measure 302 is presented in the following tables.

Table 49 M302 Overview of payments for the sector for Establishment and upgrade of non-agricultural production in rural areas (total public funds, EU + RNM)

M302 Overview per economic sector : <i>Establishment and upgrade of non-agricultural production in rural areas</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	14	732.060	0	0
2010	7	465.172	0	0
2011	36	2.184.445	0	0
2012	11	532.203	0	0
2013	23	1.572.555	2	96.377
2014	38	3.492.737	4	257.732
2015	43	2.078.356	6	405.516
Total	172	11.057.528	12	759.625

Under priority sector for the establishment and upgrade of non-agricultural production in rural areas, the average value per paid project was €63,302, starting from €4,945 till €217,510. Most of the funds were spent under the Calls in the last year, 2015. Formulated alternatively, all of the funds were spent in the second period of implementation of IPARD from 2013 to 2015, without any successful project in the first 4 years. The success rate of the applicants was 7% since 172 applications ended up with 12 paid projects.

Table 50 M302 Overview of payments for the sector Diversification of agricultural income (total public funds, EU + RNM)

M302 Overview per economic sector: <i>Diversification of agricultural income</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	12	760.921	0	0
2010	13	865.445	0	0
2011	29	2.571.382	0	0
2012	20	2459604	0	0
2013	9	241.561	0	0
2014	12	391.914	3	126.985
2015	15	158.629	1	3.398
Total	110	7.449.456	4	130.383

Under priority sector for Diversification of agricultural income, the average value per project was €32,596, starting from €3,398 till €124,198. Most of the funds were paid under the Calls in 2014. Very similar as the sub-measure before, all of the funds were spent in the 2nd period, or more precise in the last 2 years. The success rate of the applicants was 3,6%.

Table 51 M302 Overview of payments for the sector Provision of agricultural services in rural areas (total public funds, EU + RNM)

M302 Overview per economic sector: <i>Provision of agricultural services in rural areas</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	0	0	0	0
2010	0	0	0	0
2011	0	0	0	0
2012	0	0	0	0

M302 Overview per economic sector: <i>Provision of agricultural services in rural areas</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2013	0	0	0	0
2014	0	0	0	0
2015	2	28.036	0	0
Total	2	28.036	0	0

During the entire period of IPARD 2007 – 2013, there were no projects approved for the sector Provision of agricultural services in rural areas.

Table 52 M302 Overview of payments for Promoting Rural Tourism activities in rural areas (total public funds, EU + RNM)

M302 Overview per economic sector: <i>Promoting rural tourism activities in rural areas</i>				
Period	No. of applications	Requested amount (EUR)	Paid projects	Paid amount (EUR)
2009	8	429.731	0	0
2010	0	0	0	0
2011	2	102.617	0	0
2012	1	68.123	0	0
2013	21	1.611.918	0	0
2014	20	1.399.213	1	100.540
2015	25	1.491.334	1	106.076
Total	77	5.102.816	2	206.616

Under the priority sector Promoting rural tourism activities in rural areas, the average value per paid project was €103.308, starting from €100.540 till €106.076. All of the funds were paid in the last 2 years, 2014 and 2015. The success rate of the applicants under this sub-measure was only 2,5%.

All EU common indicators with targets and achievements as well as programme specific indicators are presented in *Table 53*.

Table 53 Indicators for measure 302

Type of indicator	Indicator	Target (2011)	Revised 2015 (Mod' 8)	Achieved
Output	Total number of applications received, total	417	229	362 (158% 2015) (87% 2011)
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	286	63	29 (46% 2015) (10% 2011)
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	61	23/10	189/2
	(3023) Promoting rural tourism activities in rural areas	70	133	142
	Total number of applications approved	155	95	38
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	72	35	4
	(3022/3) Diversification of agriculture income and provision of agriculture services in rural areas	37	12/5	28/0
	(3024) Promoting rural tourism activities in rural areas	46	43	6
	Total number of beneficiaries	155	95	18 (11.6% 2011) (19% 2015)
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	72	35	12
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	37	12	4
	(3024) Promoting rural tourism activities in rural areas	46	43	2

Type of indicator	Indicator	Target (2011)	Revised 2015 (Mod' 8)	Achieved
	Total volume of investments, EUR	25,903,756	3,968,750	3,832,313 (96.6% 2015) %)
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas, EUR	8,289,202	1,150,938	3,362,573 (292% 2015) (40.6% 2011)
	(3022/3) Diversification of agriculture income and provision of agriculture services in rural areas, EUR	3022: 6,994,014 3023: 0	793,750	293,361 (37% 2015) (4.2% 2011) 3023: 0
	(3024) Promoting rural tourism activities in rural areas, EUR	10,620,540	595,312	176,378 (29.6% 2015) (1.7% 2011)
Result	Gross Number of jobs created	112	112	100 (89%)
	Gross Number of jobs maintained	364	364	No data
	Increase in GVA in supported holdings/enterprises (%)	3%-5%	3-5%	31%
Impact	Economic growth - net additional added value in €	No quantified targets	No quantified targets	154,020 EUR
	Labour productivity - change in gross added value per full-time equivalent (GVA/FTE), %	No quantified targets	No quantified targets	No reliable data

For this measure no baselines were available, and the programme specific indicators with quantified targets were not defined. Instead only a series of nonspecific indicators were formulated. The results were very poor and only 18 partially completed projects were achieved during the programming period. In this context the Monitoring indicators with no baselines and no quantified targets are difficult to evaluate. The indicators had been formulated in the following way:

- Number of new micro-small enterprises established and active in the rural areas (N)
- Number of projects diversifying economic activity of agriculture holdings (N)
- Number of new jobs for rural dwellers created /to be monitored/
- Number of beds in rural tourism modernised and created (N)

It has not been possible to measure any of these indicators in a meaningful way due to the low number of projects accomplished during the programme period.

Summary of the evaluation of measure 302

- The measure meets the needs of the prioritized sectors but does not contribute to the achievements of the overall objectives of the measure due to the low uptake of funds.
- The measure objectives were relevant in the light of the challenges and needs the rural sector is facing, in particular when it comes to establish new income generating activities attractive for the rural dwellers, in order to reduce the migration from rural areas to urban areas.
- The absorption of the IPARD funds was very weak under this measure and the spending has started in the last 3 years.
- The technical effectiveness of the measure was relatively high when compared with the amended financial plan 75% (18 beneficiaries out of the revised target of 24), but low when compared with the original financial plan. The same was the case for the financial effectiveness, which was 96.6%: A total of 3,968,750 EUR was budgeted as total eligible investments and the factual implemented eligible investments were 3,832,313 EUR in total.
- The efficiency measured as the ratio of financial effectiveness to technical effectiveness is 1.3 meaning that the average investment costs per project was 30% higher than expected in the budget.
- In terms of success rate of the applicants, the best results are seen in the priority sector for non-agricultural activities with 12 successful applications out of 18, while in the priority sector Provision of agricultural services in rural areas, there was no successful applications. Priority on support to establishing non-agricultural activities was the only priority with success. 88% of the total eligible investment costs were invested under this priority, while the other three priorities almost did not demonstrate any uptake.
- The overall success rate of the applicants in this measure 302 is 5% with 362 applications and only 18 successful beneficiaries.
- Effects are good for the supported beneficiaries in terms of income, GVA and productivity, but modest for the sector as a whole. The measure has generated additional GVA of 325,000 EUR equal to an increase of 197%. 13 jobs have been created in the cases, and 100 jobs in total. The average cost per job is 38,878 EUR. The additional NVA is 154,020 EUR. All in all, the deadweight is only 7%.
- Measure design was appropriate regarding eligible beneficiaries and eligible investments, especially when capacity thresholds were reduced.

5.6.4 Measure 501 - Technical Assistance

Measure Description

Under this measure the following actions were eligible, provided in all cases they are approved by the IPARD Monitoring Committee.

5011 Monitoring of the Programme implementation and support of the activities necessary to discharge the responsibilities of the IPARD Monitoring Committee 50111 Expenditures on meetings of the IPARD Monitoring Committee, including: organisational activities for the IPARD Monitoring Committee meetings i.e. editing and printing, interpretation, translation and other organisational and logistic costs of meetings. - costs for members participation (per diem, travelling and accommodation) including costs of all experts and other participants, where their presence is considered to be necessary to ensure the effective work of the IPARD Monitoring Committee.

50112 Other expenditure necessary to discharge responsibilities of the IPARD Monitoring Committee which falls under the following categories: - studies and surveys for monitoring of the Programme implementation and analysis of monitoring results; - expert assistance to improve and upgrade the monitoring system including review of programme baselines and indicators; - upgrading IT systems and computer software (including maintenance) so as to ensure proper Programme monitoring, data transport and analysis; - experts to assist or advise the IPARD Monitoring Committee concerning implementation and functioning of the monitoring arrangements; - expenditure associated with meetings and ancillary tasks of working groups; - visits and seminars for the members of the IPARD Monitoring Committee. 5012 Evaluation of the programme and assistance necessary to perform the on-going evaluation 50121 Expenditure for evaluations of the programme required pursuant to the provisions of Article 63 of Sectoral Agreement. - provision of independent expertise for evaluations in accordance with the common monitoring and evaluation framework as defined by the Commission; - expert assistance for preparing and conducting surveys to collect specific data for evaluation purposes outside the scope of the regular monitoring data provision; - coordination activities and costs related to operation of steering groups for evaluation.

5013 Information and publicity actions

50131 Expenditure on information and publicity campaigns, including costs of printing and distribution:

- expert assistance for development and improvement of communication techniques for information and publicity; - preparation and publication of the informative and publicity materials including costs of distribution, editing and translation;
- organization and performing activities for information and publicity campaign; - promotion of information exchange and collaboration initiatives between potential beneficiaries, journalists and central/local government including surveys and technical assistance in the identification of areas and situations with similar interests and common platforms to analyse, disseminate and promote best individual experiences;
- workshops and seminars for advisory services-both private and public, to increase the ability for quality support of the beneficiaries in the application process;
- publicising the IPARD Programme including translation, editing and printing; - publicising information and announcements in media;
- interpretation and translation assistance related to information and publicity actions; - hosting, maintenance and development of IPARD web-site for visual improvement and communication expertise for preparation and update of electronic information, related translation services etc.;

- preparation, editing, printing and distribution of newsletters and other communication means;
- other approved information and publicity actions in accordance to the Communication and Publicity Plan.

The informative and publicity actions are eligible provided they are covered by the communication plan and by the annual action plan for communication and publicity considered and approved by the IPARD Monitoring Committee before its implementation.

5014 Studies for preparation of programme measures and measures implementation

50141 Expenditure associated with the preparation of measures in the programme to ensure their effectiveness including those measures where application is foreseen at a later stage related to: -

- studies, analysis and research activities necessary for introduction of new programme measures;
- to define the priority for intervention, intervention framework and to draw up its implementation methods and criteria;
- situation analysis and studies for further development needs in the selected sub-sectors/priority areas within the programme measures, market studies for improvement of the market chain and market infrastructure for selected agriculture products, with particular emphasis on the potential agri-food sub-sectors to be included in the Programme interventions;
- "Acquisition of skills" to prepare for the implementation of the measure "Preparation and implementation of local rural development strategies" until such measure is accredited.
- Implementation of trainings to agriculture producers until the measure 'Investments in training in agriculture' is accredited.

5015 Establishment and operation of National Rural Networks

50151 Expenditure associated with the establishment and operation of a national rural network supporting the coordination of activities preparing and implementing local rural development strategies, related to:

- expenditure associated with the establishment of a national rural network, including information and promotion campaigns of the role and operations of the National Rural Network;
- costs for technical and organizational support of the National Rural Network including costs related to provision of secretariat support for coordination of the work of the National Rural Network as well as operating costs for regional or local offices;
- technical support for development and organisation of the National rural network in line with the EU rules for Member States;
- expenditure linked to participation in the European Network for Rural Development established by Article 67 of Council Regulation (CE) No 1698/2006 linked to costs for participation for national representatives on meetings and seminars;

The financing of expenditures shall be on the basis of adopted and agreed activities under the Action Plan of the National Rural Network.

5016 Other support

50161 Cost of translation and interpretation provided in response to requests by the Commission, not including those required pursuant to application of the framework, sectoral and financing agreements.

50162 Expenditure associated with visits and seminars. Each visit and seminar not made at the initiative of the Commission shall require the submission of a timely written report to the IPARD Monitoring Committee.

50163 Expenditure associated with expert assistance for preparation and implementation of the technical assistance actions under this measure (ToR preparations, tender dossiers,) except for the costs related to the work of the Evaluation steering committee.

50164 Expenditure associated with expert assistance for preparation of annual/final report for Programme implementation, translation, editing and printing (including CD).

Beneficiary

The beneficiary of activities under the measure for Technical Assistance is the Managing Authority functioning in the Ministry of Agriculture, Forestry and Water Economy.

Eligibility Criteria

Eligible expenditure shall be reported on in the context of the Annual Report for implementation of the IPARD Programme. The expenditure may be based also on flat rate amounts (such as per diem), in accordance with the terms and rates applied in the country for similar actions where no Community co-finance is involved. All expenditure as regards experts and other participants will be limited to those from and going to applicant countries and Member States. The detailed eligible expenditures will be specified in the List of Eligible Expenditures as accepted by the Commission for implementing the Measure 501 "Technical Assistance" under the IPARD programme according to Article 32 of the Sectoral Agreement.

Intervention logic

The measure covers the provision of the service of technical assistance. This service is justified to support costs associated with implementation of the Programme as set out in paragraph 1.4 Scope of aid. The measure concerns only technical assistance provided for on the basis of Article 182 of Commission Regulation (EC) No: 718/2007 of 12 June 2007 [Implementing Council Regulation (EC) No 1085/2006 establishing an instrument for pre-accession assistance (IPA) and amended by Commission Regulation (EU) No 80/2010 of 28 January 2010].

Addressing Needs

The aims of this measure are to assist in particular in preparation, monitoring, evaluation, information and control activities which are necessary for the implementation of the programme and its possible subsequent modification directed towards ensuring the efficiency of Programme implementation and the effective targeting of Program measures and beneficiaries.

General Objectives

In support of these aims, the objectives include: - to provide support for the monitoring of the programme - to ensure an adequate flow of information and publicity - to support studies, visits and seminars - to provide support for external expertise - to provide support for the evaluation of the programme - to provide support for establishment and operations of national rural network.

Indicative Budget Execution Analysis

Table 54 Indicative Budget for measure 501 (2007-2013) IPARD Programme Modification 8

Year	Total Eligible Costs (EUR)	Public Expenditure		
		Total Public Expenditure (EUR)	EU Contribution (80%) (EUR)	National Contribution (25%) (EUR)
2007	105,000	105,000	84,000	21,000
2008	167,500	167,500	134,000	33,500
Total	272,500	272,500	218,000	54,500

Table 55 Indicative Budget for Measure 501 Group of Investments

Group of Investments		% of Measure	EU Funds (EUR)	National Funds (EUR)	Total Contribution (EUR)
5011	Monitoring of the Programme implementation and support of the activities necessary to discharge the responsibilities of the IPARD Monitoring Committee	4	8720	2,180	10,900
5012	Evaluation of the programme and assistance necessary to perform the on-going evaluation	79	172,220	43,055	215,275
5013	Information and Publicity Actions	15	32,700	8,175	40,875
5014	Studies in preparation of programme measures and measures implementation	2	4,360		
5015	Establish and Operation of National Rural Networks	0	0	0	0
5016	Other Support	0	0	0	0
Total		100	218,000	54,500	272,500

Indicators

- number of promotion materials for general information of all interested parties (leaflets, brochures etc):
- number of expert assignments supported:
- number of workshops, conferences, seminars:
- number of meetings of the Monitoring Committee:
- number of studies on preparation, elaboration and implementation of Programme measures:
- number of Programme evaluation reports:
- number of rural networking actions supported:

For these indicators no clear targets were seen in documentation. As a result, the monitoring and evaluation of the efficiency or effectiveness of this measure would not have been quantifiable. A future lesson is to target the number of events/actions to be planned so that evaluation can be conducted.

The MA as the main beneficiary of this measure has reported that funds from the IPARD programme 2007 - 2013 were not utilised. Campaigns and publicity were paid from other resources. This measure is now used under IPARD II.

Information and publicity process

The information and publicity process commenced with information activities, which were generally launched corresponding to each of the Calls.

The Managing Authority for the IPARD Programme had the responsibility to inform potential beneficiaries, professional organizations, the economic and social partners, bodies involved in promoting equality between men and women and the non-governmental organizations concerned, including environmental organizations. This responsibility detailed in the IPARD 2007-2013 Operational Programme Document extended to:

- Providing information of the possibilities offered by the IPARD programme and the rules for gaining access to IPARD programme funding (the eligibility conditions and/or criteria for selection) as well as administrative procedures to be followed in order to qualify for financing under the IPARD Programme (description of the procedures for examining applications for financing, evaluating the projects to be financed and granting assistance;
- Providing contact points including the names of persons or contacts at national, regional or local level who can explain the way the IPARD Programme works including the criteria for selecting and evaluation projects, as well as the list of sources of information related to the IPARD Programme with reference of web-sites, published materials, institutions related etc.;
- Providing regional awareness by organizing seminars, workshops, education and training sessions, as well as wide forum discussions;
- Preparation and printing of information and publicity materials and shall make available to potential beneficiaries all the publication provided also for the general public at no costs and charges made upon materials;
- Preparation publication and broadcasting of the information for the printed and visual medias (TV, radio) including announcement of the IPARD Programme and its implementations, announcing the role of the IPARD Committee and the meetings;

- To inform the general public about the role played by the Community in the IPARD Programme and the results thereof.

The IPARD 2007-2013 Paying Agency was responsible for the following information to potential beneficiaries:

- Preparation and after consultation with the MA, 20 working days' prior the publication, publishing of the application forms, guidelines for the beneficiaries, calls for application and necessary documents to be given to the potential beneficiaries with the scope of the measure of the IPARD Programme;
- Provide a description of the administrative procedures to be followed in order to qualify for financing under the IPARD Programme, description of the procedures for examining applications for financing, evaluating the projects to be financed and granting assistance;
- Publication of the Call;
- Publication of an annual publication (electronically or otherwise) of the list of the final beneficiaries receiving support from the IPARD Programme, the names of the operations and the amount of public funding allocated to these operations. The list of the final beneficiaries among the potential beneficiaries and the projects which have been accepted by the IPARD Agency to be published on the website of the IPARD Agency;
- Informing the final beneficiaries of the Community contribution;
- To ensure that adequate publicity is given to the availability of support and the final beneficiary is informed that acceptance of funding is also an acceptance of their inclusion in the list of beneficiaries published.

The activities for information dissemination, publicity and visibility which were implemented were based on a communication plan. This was agreed between the Managing Authority and the Commission. , In accordance with Article 61(14) of the Sectoral Agreement, the IPARD Monitoring Committee considered and approved the Communication Plan. Information on the implementation of the Plan was provided in the Annual implementation reports and the Final report. The communication plan set out:

- The aims and target groups;
- The content and strategy of the communication and information measures, stating the measures to be taken;
- Its indicative budget
- The administrative departments or bodies responsible for implementation
- The criteria to be used to evaluate the impact of the information and publicity measures in terms of transparency, awareness of the IPARD Programme and the role played by the Community

The other key institution in the process was designed to be the NEA. The NEA, however, was only concerned with Measure 101. The NEA provided info days in cooperation with some Municipalities and also liaised with the Professional associations and Chambers. The NEA in the early stages of the programme was under resourced for this activity and its extension arms were seen only to work effectively within the main region of its influence in the Pelagonia and the Resen regions, which partially explains the predominance of applications and projects in these two areas.

The dissemination of information was coordinated by the MA through the so-called "info days", that are complemented by prior notice via the media.

NEA despite its key role in helping applicants prepare documentation felt isolated in the IPARD 1 programme and not consulted properly in the preparation of information campaigns. Under IPARD 1 most institutions reported a problem with communication with the MAFWE, the MA and the PA, regarding clarification on application process and use of the programme although it is reported that this improved over the implementation of the programme.

In the phase of Information and Communication Campaigns, the main role of the Agency is to inform the largest possible number of potential beneficiaries that an information/dissemination/communication event on the IPARD I programme is going to take place. Such events fall under the initiative of the MA, or of a municipality that require the MA to organize it. Once informed on the event by the MA, NEA informs its potential beneficiaries through direct contacts/talks, phone calls, emails. NEA draws the persons to contact relying on its database that, in the case of IPARD I, contains agricultural operators that may be mainly interested in M101 projects.

The NEA database is an internal tool of the Agency, and is not connected to any other db (including the PA ones, the register of farms/farmers owned by MAFWE, and the dbs of the Food and Veterinary Agency). As a consequence, the number of people that NEA can get in touch with depends on the Agency's experience and level of activity in the field, and by no means can be considered exhaustive.

The findings from the field survey is showing that municipalities are not fully engaged or informed on the programmes and that the role of municipalities in IPARD 1 (and continues with IPARD 2007-2013I) was limited. Their main role is hosting events. Their Local Economic Development Officers would benefit in the future by being included in awareness and capacity building. Generally, the conclusion is that regional awareness through organizing seminars, workshops, education and training sessions, as well as wide forum discussions (for the MA) was poor and would be needed to be improved for future programmes.

It was also found that during the implementation of IPARD 2007 - 2013 many interested stakeholders (like local farmers' associations, sectorial associations, craftsmen associations, Chamber of commerce, etc.), played no role other than the notification of their members about the occurrence of the info-days. Most of these associations still lack capacity to assist and support their members with applications. The effectiveness of engagement of Associations is assessed as positive when they support the application process. This opinion is provided by the example of the Apple Producers Association Blagoj Kotlarovski, from Resen. They report that they assisted with 30 applications and had a 100% success rate in approval by the PA.

It was generally reported that under IPARD 2007 - 2013 and to large extent still in IPARD 2014 - 2020 the "bad publicity" correlated to:

- a) the length of the selection process;
- b) the amount of documentation to provide;
- c) the need for self-financing of the investment;
- d) the length of the reimbursement process;
- e) the high levels of rejection and cancellation of application/projects plays a significant role in the low level of willingness to apply and also explains the preference for farmers, to use State Aid Programmes of the MAFWE.

The findings from the field survey have demonstrated clearly that these two funds compete rather than act in cooperation and with synergy.

The conclusion for IPARD 1 was that the information campaign was poorly conducted. There was an expectation of farmers of a different reality of applying and obtaining EU funding. It also did not properly explain the purposes of IPARD and that it was and is an institutional capacity building programme primarily with secondary benefits to the modernisation, adjustment and restructuring of the rural economy. IPARD 2007 - 2013 was the introductory programme and started with a series of institutional problems concerning its eligibility criteria and the required documentation.

Recommendations for subsequent programmes were made including: a more focused approach to each Measure, with separate meetings for each sector/sub-sector of eligible operators; Publication and greater promotion of the success stories of earlier calls and now with IPARD 2007-2013I the earlier programme;

For the MA, PA and NEA to be fully resourced with human capital. It is still reported that all three key players in the implementation of IPARD are not fully staffed. This is noted as of particular concern in the Paying Agency. It is also noted that the NEA is now stretched to limits in its ability to assist farmers in the application process. In some administrative regions they still do not have a resident advisor/extension officer and only intermittent consultations are possible with farmers. It was a recommendation from previous evaluations to allocate human resources (from the MA and the PA) to pay more frequent visits to areas where the interest is particularly **low, in order to stimulate it. The response to date is reported to be improving but still poor.**

In order to improve the monitoring system within MA and PA, the existing system (excel documents) needs to be upgraded with additional fields, following the previously defined indicators and outputs. Also, the officers in-charge of data entry, will have to use same terminology for every entry (not similar terms). It would be even better if the SAP software, which is in place in IPARD PA, is made operational and electronic application process is promoted. But having in mind the staff limitations (constant understaffing situation) it is not evident that that this could be realistically completed in the near future (next 2-3 years).

6. ANSWERS TO EVALUATION QUESTIONS

6.1 Evaluation of Target Indicators - Completion and Responses

This section deals with the standard evaluation criteria of coherence, relevance, efficiency, and effectiveness, and includes considerations on the results and impacts obtained so far by the IPARD Programme 2007 - 2013, as well as its sustainability and complementarity.

COHERENCE and RELEVANCE

IPARD Programme 2007 – 2013 was coherent with the national policies and priorities. There was no overlapping with national programs, although some types of investments have been redirected from national programs to IPARD Programme 2007 - 2013 in order to maintain a full separation.

The relevance of the programme is confirmed. The selected measures are in line with the IPARD programmes in other countries reflecting the need for investment support to the farmers, agro processors and rural dwellers in the country. Also, the priority sectors under the IPARD Programme 2007 – 2013 are in line with the needs of the agricultural and processing sector and its characteristics in the Republic of North Macedonia.

EFFECTIVENESS

The IPARD programme 2007 – 2013 effectiveness is assessed as poor, if the assessment is related to the original financial plan and the quantified targets linked to that, in particularly regarding the number of beneficiaries and support dispersed to them as grants. The original financial plan anticipated a total investment of 152.5 million EUR distributed among 2,485 beneficiaries with the majority (2,160) under measure 101. Only 32,2 million EUR were invested among 1,091 beneficiaries. It is obvious that this effectiveness is low.

However, if the assessment is made in relation to the amended financial plan from 2015 (the 8th amendment) then the effectiveness is better. That is logical, since the budget was matched to the more realistic assessed uptake at that point in the implementation process. The total investment was expected to reach 37.5 million EUR and to support 588 beneficiaries. By the end of the programme implementation period 32.2 million EUR were invested to 1,091 beneficiaries. In this light, the effectiveness is high, and the number of beneficiaries actually almost twice as high as could have been expected from the original quantified targets.

At the overall programme level, the technical effectiveness based on the amended financial plan is 185%, while the financial effectiveness is 86%.

EFFICIENCY

The *technical* efficiency is related to the costs of achieving the targets of the programme. However, several of the result and impact indicators were not quantified in the programming document. The efficiency at measure level is presented in the previous chapter. Here focus is at the programme level.

The objectives of the programme were related to fulfilling standards and to contribute to increased GVA and NVA for the sector and for the beneficiaries in particularly.

The technical efficiency is as follows:

- Regarding GVA, the programme has generated additional 10 EUR per 1 EUR in total investment,
- Regarding NVA, the efficiency is 7.5 EUR in additional NVA per 1 EUR invested.
- Regarding job generation, the efficiency is 18,871 EUR per FTE job generated.
- Regarding labour productivity, the data for measures 103 and 302 are not reliable, but the data for measure 101 shows an increase in GVA/FTE at 10%.

In terms of *administrative* efficiency, IPARD I Programme 2007 – 2013 is assessed as poor. Around 120 employees from the IPARD Agency and 20 from the Managing Authority are used for the Programme implementation, against a level of 32.231.632 EUR of total eligible investments, of which 16,191,470 EUR were public funds. Additionally, human resources from NEA, the Audit Agency, and the Food and Veterinary Agency are permanently (even if not fully) used in the implementation of the Programme. Explained in a practical manner and considering only the 140 employees of the PA and MA, each resource has managed disbursements of €115,724 in 9 years, that is disbursement of €12,858 of public support per year. In order to improve the efficiency of the program in the future, each of the above-mentioned institutions will need additional skilled employees, so they can increase the dynamics of their work. On the other hand, the efficiency of staff is also a question of the quality of applications coming in for processing. Improved application quality and improved skills among applicants and their consultants, being public or private, is also another way, which can contribute to improved efficiency in programme administration.

IMPACT

The impacts of the programme relate to the achieved results and impacts according to the EU common indicators.

The estimations provided below are aggregates of the findings presented for the three investment support measures and are based on findings from case studies, extrapolated to programme level and cross checked with official statistical data from SSO where possible. The statistical validity is relatively weak, and thus the findings must be assessed and interpreted carefully.

GVA

The programme has generated additional GVA in the scale around 313 million EUR in the programme period or around 45 million EUR per year in the period in average. During the implementation period 2009 – 2015 the average GVA in the agricultural sector (not including the processing industry, for which there is no data available from SSO) was 775 million EUR. The contribution from the programme to the aggregate sector GVA is then 6%.

The average value of GFCF in the implementation period was 46.7 million EUR, while the average total investments under the programme was 4.6 million EUR. The contribution to GFCF was in average 10% per year from the IPARD programme.

NVA

The programme has also contributed to additional NVA in the scale of 240 million EUR.

Jobs

Regarding job generation, more than 1,700 jobs were generated during the programme implementation. By the end of the programme implementation 183,000 FTE were employed in agriculture, forestry and fisheries. Even though it was not an objective of the programme as such, and even though they do not represent a big share of the jobs in the sector, the new jobs are important for the rural areas in order to ensure growth and reduce migration to urban areas and abroad.

Deadweight

The downside of the positive effects of the programme is the estimated deadweight load, which is indicating how big a share of the total eligible investments that would have been made also without public support from the IPARD programme. The finding here are based on the case studies, where the beneficiaries were asked how big a part of the accomplished investment they would have done also without support. The findings are aggregated to measure level and then here to programme level. In average across the 3 measures 60.3 % of the investment support is deadweight. The total public support under IPARD programme 2007 – 2013 was 20.8 million EUR. Of this support, 12.5 million EUR is deadweight, if the extrapolation from the twelve case studies is acceptable. The biggest contributor is measure 103 with 87% and the meat and milk priority sectors as the hardest hit. Measure 101 has 61% and measure 302 only 7%.

The problem with deadweight is that the public support pushes out private money, which then can be used to whatever the beneficiaries want to. In this way, the investment support generates some completely different effects than those anticipated in the first place. If the farmer decided to buy a new car imported from abroad, then the public support actually ends up in a foreign country. This is not the idea. Therefore, it is important to take steps to reduce the deadweight, and this is done in the design of the eligibility criteria, the objectives of the measures, and in the definition of eligible investments. The solution is not easy, but experiences from other countries show that the more focus the measure has on public goods and the riskier the investment is from a financial perspective, the lower is the deadweight.

Considering the strategy described in the programming document, its goals and the idea of supporting a change of direction and an increase of global competitiveness of the agro-sector, the degree of activation of the programme is not sufficient to guarantee that this will happen. However, it cannot be justified, alone from the scale of investment under the programme compared to the sector GFCF. The IPARD programme is far too small to have that impact, but not too small to induce seeds for a change, and that is what may have been observed in the second part of the programme implementation, where up-take increased.

In particular, increased competitiveness at national level is horizontally limited, by the scattering of individual projects that - with the only exception of Resen municipality - are not creating improvements in integrating local typical productions. The small scale of investments performed at the individual, small farm level does not have the scope foreseen in the strategy described in the programming document. It must be said that the objective of creating a systemic change in the sector was very ambitious, given the traditional constraints that

affect the country's agro-production sector: very small individual plots (average 1.6 hectares), an incomplete process of land consolidation, and poor individual attitudes of farmers to grouping in producer groups and/or cooperatives. The result is a mere consolidation and strengthening of capacity at the individual level only.

The second objective of the IPARD I strategy about the vertical integration between production and processing between M101 and M103 projects is hardly fulfilled. This virtuous circle is detectable only in one municipality, in the whole country. With the exception of the Resen production district, other districts of typical productions did not respond to the opportunity offered by the Programme.

In addition, the IPARD I Programme 2007 – 2013 was also failing to provide integration through exploitation of off-farm activities that may independently and collectively contribute to the development of rural areas. This is an objective of M302, for which only 18 projects have been paid.

At the individual, small farm level, the picture is different. Successful applicants declare their full satisfaction with the support received under IPARD I. Through the survey it was found that more than 95% of them declare that there were income improvements. The level of satisfaction is relatively high, 88% have given the grades of 4, 5 and 6, on the scale from 1 to 6. In terms of improvements of the competitiveness of their products, 82% of the beneficiaries answered positively. In relation to the better usage of their production factors, 98% of them answered positively. Within the farmers and family households, there is 74% improvements in the promotion and facilitation of environmentally friendly farming. And now, almost after 2 years after IPARD 1 is over, 96% of all investments are still in place and operational, including regular maintenance.

*Table 56 Survey results**

Area	Total no. of positive feedback out of all answers	%
Income improvements	121/125	96.5
Contribution to more competitive production	103/125	82
Contribution to a better usage of production factors on holding	123/125	98
Improvements of the quality of the farm products	112/125	89
Products' compliance with EU standards	83/125	66
Improved production conditions in term of working conditions	105/125	84
Facilitation of environmentally friendly farming	93/125	74
Investments still functional/ operative / mainlined	125/125	100
IPARD visibility rules	106/125	85

**This table refers to all 3 measures (101, 103 and 302).*

Now, 3 years after the program is completed and finished, it is reasonable to conclude that its ultimate impact is very limited at the country level. This also depends on interventions to modify the general strategy of the Programme: due to low levels of absorption of the financial support available, modifications have been introduced over time to the eligibility criteria in order to increase disbursement. In total, IPARD I program was changed 8 times. The effect witnessed so far has been a small increment of applications in the processing sector (M103), and a huge increment of applications in the small-scale, subsistence level primary sector (M101). The level of usage of M302 is also very small with very limited impact on the national economy.

The most positive aspect in the entire process is the institution building. IPARD I, seen through the perspective of capacity building, have helped in creating a solid payment agency. The institutional framework is fully set, and fully operational. Procedures are officially established and applied. The level of professional competence appears adequate, despite the fast turnover of officials, especially in the PA. Maybe one important issue will be the redefinition of the cooperation and reporting procedures between the IPARD PA, MAWFE and The Government of RN Macedonia. Although there are some 120 employees in PA, they are still missing 70-80 employees (in the sectors for project evaluation and on-the-spot controls). Hopefully the decentralization of the work around the country (in 11 dispersed offices) will solve some of the burning problems they have (long procedures, lack of timely information, etc.).

Complementarity and Sustainability

The indicators for complementarity and sustainability of the IPARD I experience are positive, showing that its role in the agricultural sector is as conceived. A significant share (78.5%) of successful applicants intend applying again for IPARD I or IPARD II support (sustainability).

6.2 Answers to Examination Issues at Programme Level – Summary Findings

Q. Was the programme appropriately targeted to the needs the agricultural and rural economies?

The evidence from the evaluation suggests that the programme targeted the needs of the sector and set a wide range of priorities under a number of different measures, priority sectors and group of investments. This led to the approach lacking sectoral focus, but on the other hand the strategy also reflected the diversity of the agricultural sector in the country. The approach is suggested to be more focused on addressing a “prioritised” set of changes required for an accession rather than this general approach which is not impacting very highly on preparing North Macedonia for its future EU membership. Here it is important to focus on the need for fulfilling national minimum standards at the beginning of the investment and EU standards, for the whole farm/company at the end of the investment. Some case studies indicate that support has been provided to investment projects, where the beneficiary was in full EU compliance already before the investment, and this may to some extent explain the high deadweight in these cases.

Q. Were the chosen investments relevant within the strategy and objectivities of the programme for 2007-2013.

Relevance was addressed during the initial assessment and evaluation of projects by the PA. It is an assumption that in the assessments of the PA if a project did not match or was not found relevant with a

specific priority under the range of sub-measures under the three measures it would be found ineligible. In this respect all the projects eventually funded were relevant with the strategy and objectives of the IPARD I programme. It also partly explains why there was a high rejection rate.

Q. Who were the applicants (farmers, private entities, corporate and business structures etc.) and were the number and categories of applicants consistent with the objectives and indicators set in the Programme for 2007-2013 including regional distribution of projects and distribution within agricultural and horticultural subsectors and/or processing sectors (measures 101 and 103), or appropriate and consistent with local development strategies (measure 302)?

The applicants were a mixture of farmer's private entities, corporate and other business structures. The regional distribution of projects was not balanced, and most applications came from individual farmers from the regions of Pelagonija (1.293), Vardar (678), East (314) and Southeast (304).

Pelagonija had also the biggest number of approved applications (692), followed by Vardar (340), Southeast (114) and East (110). At municipality level the largest group was found in Resen (426 applications of which 250 were finished) followed by Mogila (270 applications and 123 finished) and Bitola (286 applications of which 87 were finished) These three Municipalities account for 460 of the total of 1074 paid projects under the whole programme. The Polog and North Eastern regions were very poorly covered by the programme. The programme had no projects in 22 Municipalities. In nine municipalities there were 2 or less applications submitted under the IPARD programme for all measures. No indicators were set for regional coverage of the programme. The livestock sectors were poorly covered by the programme. This lesson learned has been partly addressed in IPARD II, however without a policy of covering less favoured areas of agricultural production it is suspected that the new Programme will continue to favour the richer farming areas in the South and West of North Macedonia.

Q. What are the results and impact of the successful projects (the ones which have been contracted and implemented), in particular in terms of economic impact (productivity, profitability, competitiveness, job creation and are these quantifiable and are able to be shown in increases in production, sales, incomes, and profit?

Although the data collection has not been optimal regarding data documenting the results and impacts of the measures, still some findings are presented in this report. The supported beneficiaries have increased their GVA, their NVA and some of them also their labour productivity. Jobs have been generated as well. Figures at programme level are inserted above under the rubric Impacts, and figures at measure level are inserted in chapter 5.

With increases in turnover, in GVA and in NVA, the income of the beneficiaries has also increased. To what extent this increase is higher than among farmers and companies not participating in the programme has not been analysed. Therefore, it is not possible to say that the increased feasibility of the production represented in the case studies and reflected also in the survey is a picture of general increased competitiveness. But under all circumstances the indicative conclusion is that the investment support under IPARD has contributed to an increased competitiveness of the beneficiaries, despite of the estimated deadweight load.

Q. What was the impact of the successful projects on the achievement of compliance with relevant Community standards in the sub-sectors (quality, health, food safety, environment)? Where obligations to meet EU standards in funded projects enforced and met by the applicants?

Under Measure 101 it was reported in the IPARD Final report that Share of holdings introducing Community standards was extremely low. It was published that 4 of the total number of 1032 beneficiary agricultural holdings had actions which addressed these key accession issues. The four paid projects under IPARD I included a single project that led to an improvement of working conditions, a single project that saw an improvement of animal welfare standards and two projects that introduced new standards of environmentally friendly farming. The IPARD I programme has had very limited impact on the readjustment of the sector to EC standards at farm level.

Under Measure 103 of the 41 beneficiaries the share of assisted establishments that have improved milk hygiene requirements according to Community requirements was low. There were 10 beneficiaries from a target list of 84 establishments. In these cases, the level of compliance was improved which, pre se is not the same as these enterprises becoming compliant with EC standards. The other main targeted sectors for compliance were slaughterhouses which were to be in full compliance to Community standards, and also modernisation of meat processing establishments. No slaughterhouses as a result of IPARD I support became compliant. 1 meat processing establishment was assisted, but again with no evidence of improved compliance. There were no investments in wastewater treatment, rendering capacity, sustainable use energy or equipment for animal welfare standards (under measure 103).

A key objective of the programme was to adjust the sector to the standards and requirements expected of a candidate country in an EU accession process. IPARD I was not effective in this respect and any adjustment resulting from IPARD funding is minimal with little impact.

Q. Were there alternatives to IPARD funding? What were the advantages and disadvantages of applying for funding of investment through IPARD measures? This will include an analysis of reason why potential applicants choose not to use IPARD funding including analysis of programme design, application procedures and cooperation with the Payment Agency.

The Paying Agency operates programmes for financial support in rural development. These are seen not to overlap with the groups of investments planned to be implemented under IPARD programmes. The rates of realisation (disbursement of funds) under the National support schemes have consistently been higher than the IPARD programme. In 2009 4,168,028 EUR were paid of a planned 7 million EUR indicating a 60% rate of realisation ²⁸This was from 2333 Applications received of which 870 were contracted and 690 were paid. This is a large difference between the 58 applications, 15 contracted and 10 paid under IPARD I in the same period. It also shows the significance to farmers of the National Support scheme which in 2009 had 2333 applications whereas under IPARD I measure 101 following 12 calls 2532 applications were received.

²⁸ REPUBLIC OF MACEDONIA - EUROPEAN UNION Subcommittee on Agriculture and Fisheries 6th Meeting April 2010

Most the applications were under the National Scheme Measure 1 'Investments for improvement of the competitiveness and modernization of agriculture holdings', including aquaculture. In 2009 more than 20% of the requests were submitted by women-agriculture producers while 30% were young farmers. In the total of approved claims young farmers participated with approximately 50%. This suggests that the National Schemes and the eligible investments were more relevant to applicants and access to the programme was easier with significantly less documentation required.

The provision of grants for agriculture mechanisation was designed to be supplementing the provision of mechanisation in co-funded under the IPARD Programme or most of the investments are related to agriculture subsectors which are not covered by the IPARD Programme (cereals, oilseeds, tobacco etc.). Most of the measures under the National RD Scheme were also to serve as preparatory measures for CAP-like RD policy. In the period of IPARD I these had greater impact than the IPARD I programme.

The same picture was observed for Measure 2 of the National Scheme 'Investments for processing, storing, sorting, packing and marketing of the agriculture processing activities', 148 applications were received out of which 48 were approved.

The main aim of the submitted investments proposal was for the fruit and vegetable processing sector, wine production, milk production and production of livestock feed. Around 30% of the applications were presented by women responsible persons of the agri-food legal entity. This was also in strong contrast to the results under Measure 103 of IPARD I in the same period.

Q. To what extent was the pre-financing of the investments by potential beneficiaries a constraint for applying to IPARD funds in the 2007-2013 programme? Did a constraint related to credit access impact on the number of successful applications funded?

This issue was clearly recognised by the Implementing and managing authorities. It was subject of a study and survey performed by MAFWE in 2014/2015. One of the main constraints for many of the farmers was the challenge of providing suitable security / or assets for mortgage to obtain loan funds from commercial lending institutions.

MAFWE in cooperation with USAID, in July 2015, established a guarantee fund worth up to 20 million US dollars. The Guarantee Fund is realized through 3 commercial banks and 2 saving houses. The Guarantee Fund was to operate on a 50-50 principle in which the guarantee fund provides a guarantee for 50% of the principal of the loan and for which the farmer would not have to agree a mortgage / or other security to the partner bank. The Guarantee Fund was intended for all beneficiaries of the IPARD Programme and National programmes for support of agriculture and rural development, but it could also be used by farmers who realize investments with their own funds. Within the period October 2015 - March 2018 a total of 305 loans were supported by the Guarantee Fund worth 168.516.456 Macedonian Denars (MKD) (2,74 Majority of this loans (277) were with smaller amounts (an average of saving houses, while 28 loans were dispersed by the commercial banks. Of these 28 loans, 17 loans were for IPARD supported investments with the total value of 66.515.402 MKD. At this level the impact is still not high and further solutions are expected to be investigated.

6.3 Questions related to institutions involved in the management of IPARD programme

Q. What are the main weaknesses / strengths of the Managing Authority related to the management of the IPARD programme.

- What were the main weaknesses / strengths of the Paying Agency during the implementation of the 2007-2013 programme (processing of applications, contracts, payment, controls, audits, etc.). Has the Agency's working capacity improved in the subsequent programme, including improvement in absorption of funds (IPARD II) and its preparedness and ability to implement an IPARD III programme?

The PA and MA were understaffed during the period of implementation of IPARD 2007-2013. In the subsequent programming period it is reported that not all sections of the MA and PA are adequately staff and key positions remain unfilled.

- Did the National Extension Agency (NEA) have the capacity to support the implementation of the IPARD I programme? Does the Agency have the appropriate resources and capacity to support the ongoing programme and any future programme?

It is not evident from the interviews that the NEA had the capacity to support IPARD 2007-2013. This Agency reports that it is under resourced and unable to provide an adequate response to either the first or second of the IPARD programmes. A constraint seen by the ET is the ability of the NEA to provide comprehensive sectoral advice and also adequate geographical coverage. There is also a conflict of interests between its core competencies of farm advisor and processing documentation for the IPARD programme.

Q. Did the EU (DG Agriculture, DG Enlargement, EU Delegation) provide sufficient support and guidance during the implementation of the IPARD I programme?

IPA assistance in the field of agriculture and rural development was provided based on a Country Strategy Paper which set out the priorities for EU financial assistance for the period 2007-2013 to support the Republic of North Macedonia on its path to EU accession. In order to increase the impact of the financial assistance by the EU in the Sector of Agriculture and Rural Development, assistance was most concentrated in the areas where reforms or investments are most needed to meet accession and development criteria of the country in all sectors and not just agriculture.

Support to IPARD I was provided by IPA TAIB (Transitional Assistance and Institutional Building 1st Component) as well as projects financed through IPA 2. The assistance provided under IPA I and II were to improve conditions for the implementation of this and subsequent IPARD Programmes. This includes projects where the main beneficiary was the IPARD Managing Authority and/or the IPARD Agency. one service contract intended for support for the preparation and implementation of the IPA 5th Component (IPARD II beyond 2013 was not contracted and part of the activities that were to be financed were reallocated to be financed under the Technical Assistance Measure under IPARD Programme. The main three projects were "Introduction of New IPARD measures (LEADER and Advisory Services) to be implemented under IPARD II", Assistance to IPARD Agency for Preparing of Accreditation of investments in rural infrastructure" and "Further strengthening of AFSARD and preparing the Agency for the programming period 2014 – 2020". These had

limited impact as both Leader and measures for rural infrastructure under IPARD have yet to be accredited and become operational.

Q. Did the modifications to the 2007-2013 IPARD I programme discussed and approved in the MC contribute to improving the quality of the programme and increase its relevance and were the findings from the midterm/ongoing evaluation taken into account and actions taken to improve the absorption of funds, quality of the programme and increase its relevance?

In the view of the European Commission²⁹, in 2018 the first EU pre-accession programme for agriculture and rural development (IPARD I) has been concluded with 17 % of the available funds paid during the period 2007-2013. Ability to absorb funding under IPARD II still remains challenged by incomplete applications and lengthy contracting process. That were a characteristic of the first IPARD programme. The constant decrease and high turnover of staff in the Managing Authority and in the IPARD Agency continue to be an issue of serious concern. There is little improvement in the provision of advisory services.

In the 2019 Country Report it was reported that some progress had been made in the increase of staff at the Implementing Agency and the Managing Authority but the capacity to absorb funding under the EU pre-accession programme for rural development (IPARD II) remains insufficient, increasing risk of de-commitment of the EU funding and delaying entrustment of new measures.

It is a conclusion that the problems and issues identified in the first IPARD programme continue to cause problems and affect the performance of the second programme. The recommendations included to improve the quality of the programme and increase its relevance actions taken to improve the absorption of funds have not proved as effective as planned by the MA.

Q. Where the absorption plans formulated during the programme period effective? Did these plans improve the quality of the programme and increase its relevance?

The IPARD I programme during was characterised as having continuous interventions in the legislation and by-laws, changes in implementation procedures, adjustments in the management system, investment in human capacities and efforts to overcome the encountered problems of absorption and the low impact of the programme. In total 8 modifications were used to improve the implementation and absorption of funds. In order to achieve total absorption of the allocated IPARD Programme funds for accredited measures, MA instructed the IPARD Paying Agency to prepare and publish Annual plans for announcing the public calls for the IPARD Programme with detail schedule of the duration of the approval procedure, so as the potential applicants can be timely notified to plan the process of preparation of the application package as well as to plan their investment cycle.

The MA insisted on the possibility to announce frequent public calls with a shorter deadline for submission of the applications. This has limited success, observed in the later calls (9-12). The MA in cooperation with other

²⁹ COMMISSION STAFF WORKING DOCUMENT

The former Yugoslav Republic of Macedonia 2018 Report Accompanying the document Communication from the Commission to the European Parliament, the Council, the European Economic and Social Committee and the Committee of the Regions 2018 Communication on EU Enlargement Policy

MAFWE Departments and governmental institutions also undertook actions for resolving problems encountered in the process of completing the IPARD application form and submission of necessary documentation. Implementation of this project assumed to contribute to more efficient use of available IPARD funds by abolishing the bottlenecks that contribute to the "extensive documentation" and "procedures" and by providing greater transparency on the application of existing legislation related to IPARD implementation. This simplification was observed in the procedures of the later modifications of the IPARD I programme. These measures have since been reversed with again under IPARD II a need for applicants to produce full documentation sets at application with the consequence that missing documentation will lead to rejection of an application. This move is assessed in evaluation and echoed by key institutions such as the NEA and NGOs as a backwards step in achieving greater absorption of funding and it is expected that rejection rates will again rise in forthcoming calls in 2019.

To date it is assessed that there is still a need for an effective plan to be developed that significantly improves absorption of the funds available under IPARD.

The IPARD Agency and MA have improved communication with other institutions responsible for issuing documents for IPARD, In the implementation period of IPARD I relevant MoUs were precisely articulated and the IPARD Agency adopted the Decree on IPARD implementation and provided clear procedures and lists of documents. Communication with the MA was reported by NEA as having significantly improved since 2018 with the introduction of contact points.

Q. Where outcomes of the IPARD I programme taken in consideration in the formulation of ad hoc recommendations for IPARD II?

It is clearly seen in the agendas and meeting of the MC organised and managed by the MA that ad hoc recommendations for improving the performance of IPARD programmes were taken into consideration. This is also reflected in the 8 modifications of IPARD programme 2007 – 2013 whose regulatory structure was largely adopted for the IPARD II programme.

7. CONCLUSIONS AND RECOMMENDATIONS

7.1 Conclusions

The poor financial performance of the IPARD I Programme of the Republic of North Macedonia is widely reported in the On-going evaluation, in annual country reports to the EC as well as independent assessments conducted by academic institutions³⁰. The degree of application to its co-financing opportunities was below original expectations, in all three measures that were implemented. The output indicators at the measure level were not in line with the original or adjusted target levels: after completion and following an 8th modification only 1266 projects were approved and 1032 were funded under measure 101. Under measure 103, 65 projects were eventually approved and 41 were funded and under M302 38 were approved and 18 were finally funded. This was reported to the EC in 2018 as having achieved only 17% of the target disbursements, although it is clear that this disbursement rate refers to an original budget from the beginning of the programme.

This first IPARD programme was characterised by high rates of project rejection and added to this cancellation after approval further worsened the picture. For M101, the number of farms/holdings supported is 48% of what expected in the original financial plan at the conclusion of the Programme. For M103, the number of establishments supported is 24%, and for Measure 302 is 12% of the expected numbers from the beginning of the programme. These outputs are assessed as to be unsatisfactory. Measured against the amended financial table, the effectiveness is better. Measure 101 it is 201%, for measure 103 it is 81% and for measure 302 it is 76%.

In financial terms, the total volume of investments for M101 was originally set at 68.9 million EUR. This was subsequently and significantly reduced to 37.8 million EUR with a final result of 16.4 million EUR (23.7% of the originally set target). Measure 103 target outcomes were equally disappointing with a realised spend of 67% of the revised volume under the 8th modification. Measure 302 with its revised total volume of public investments of 4.0 million EUR achieved 3.8 million an absorption rate of 95% of the modified budget. But considerably lower than the original programme sum for the IPARD at its outset.

There was an upturn in the number of submitted projects is apparent, starting from 2013 (Call 8) however targets under the main measure and also targets set for various groups of investments under each measure varied.

Under Measure 101 Indicators were not achieved with the exception of the percentage of young farmers applying exceeding the target of 18% achieving 27.91 % and for female applicants whose target number was 15% and a result of 29.17% of applicants coming from women.

Under Measure 103 it was planned for example that the wine sector would absorb a planned 3% of the measure at the end it absorbed 8.1 %. Fruit and Vegetable was planned to be 11% of the measure but finally

³⁰ IPARD 1 Programme - Why and How Its Implementation Did Not Succeed in Macedonia: Elizabeta Mitreva 1, Tatjana Mitkovska , Oliver Filiposki , Hristijan Gjorchevski . University "Goce Delcev" - Stip, Macedonia Faculty of Computer Science and Engineering (FCSE), UKIM, Skopje, Macedonia. 2019

accounted for 45.7% of the funds utilised. Other groups of investments did not attract applications and generally underperformed.

Under Measure 302 the value of the indicators proved to not to be realistic. Certain types of investment (diversification of agricultural income, promoting rural tourism) proved far more popular than targeted reflected in the number of applications however for each of the sectors the targets for realised and funded projects were not met.

After Call 8 it was noted that the increase in the number of submitted projects, was accompanied by a correspondent fall in the rate of rejection, but the trend only continued to the 10th call. Under the 11th and 12th call the rejection rate started to increase again. For the final call only 36.4% of applications were approved. This was only worse in two other calls in 2010 and 2012.

For M101 and M103 submitted projects, the increase in number is compensated by a decrease in value, while an opposite trend is detected for M302.

The new eligibility criteria, introduced with the fourth modification of the programming document and which led to the upturn in the number of applications, also produced a diversion in the general strategy of the Programme, in particular with respect to its goal of "enhancing the level of competitiveness of the sector in the Country". The main focus of investments was on tractors. On the other hand, it was apparent that such modification and allowing tractors as an eligible investment positively influenced the dynamics of the interest of potential applicants toward the Programme, after an evident decline registered during Calls 5-6-7.

Earlier evaluations did indicate that the gap registered between actual figures and target levels, in comparison with other IPARD I countries that there is no difference in the level of appeal of the Programme in different contexts (namely, Turkey and Croatia). The conclusion is that the structure and the rules of IPARD I "naturally" limited the number of applicants to a small niche of the eligible sectors. In the case of the North of Macedonia the most eligible applicants proved to be under measures 101 and 103 in the fruit sectors, specifically in apple production.

A significant quota of potential applicants interviewed throughout the programme and post the implementation period of IPARD I declared that they had not been interested in the Programme, generally because of the complicated internal rules, the total length of the process from application to reimbursement, the necessity of fully pre-financing the investment.

IPARD I was however clearly consistent with national policies and final beneficiaries' priorities. Successful applicants confirm that IPARD I investment met their expectations, in terms of support to their typical activities. There was no overlap with national programmes under IPARD I, although some types of investments had been "diverted" from national programs to IPARD I, in order to maintain a full separation. The priorities of the sector have been clearly defined in National Strategy Documents and also the programming documentation for IPARD and between all documents there is consistency. All documents regarding strategy and programming recognise a need, in the event of an accession process, for there to be adjustments in the agricultural and food sectors. The IPARD programme was designed to be very comprehensive and this can be observed under the specific priorities of the measures and sub-measures of those implemented. For measure 101 many of these priority areas were not reflected in farmer applications. The main "want" of farmers is apparently tractors

whereas the “need”, identified in programming documents for the sector, is a broader, wider range of activities. At this early stage of sector transition few invested in measures, on farm, expected to contribute to greater compliance with EC standards related to food safety, animal welfare, environmental protection or for Good Agricultural Practices. It is an opinion of the Evaluation team and reflected in discussions with institutional stakeholders that the general nature of the programme could have been more focused and designed to meet needs rather than the wants of the farming community.

The relevance and impact of the Programme was limited by the poor level of financial implementation, although it is declared relevant for the successful applicants. However, this success was also narrow and within clearly defined sectors, namely fruit and vegetable production. The uptake by livestock and general cereal farmers was very low.

The institutional framework built for the management of the Programme it is concluded, was not efficient. The degree of activation of the Programme was not sufficient to guarantee effectiveness. In particular, it is failing in activating the envisaged vertical integration between the production and the processing sectors, and in promoting a rural development that takes advantages of opportunities lying out of the agro-sector. For a number of reasons of different origins, M302 was concluded to be a complete failure.

The same considerations that apply to the issue of effectiveness also apply to the impact of the Programme, at the present stage of implementation. It is assessed that the ultimate impact of IPARD I is very limited, although to a large extent in line with what can be expected from the financial envelope available.

The indicators on complementarity and sustainability of the IPARD I experience are positive, showing that its role in the agricultural sector is as conceived.

For the successful applicant's access to IPARD I funding was “crucial” inferring in interviews and in their survey returns that without it no investment would have been made or a smaller scale investment would have been necessary.

A significant share (86%) of successful applicants intends to apply again for IPARD I or for IPARD II support.

The implementation of the IPARD I Programme did contributing to building the institutional capacity building. The main institutions (MA, PA and NEA) report that there have been constant improvements in the level of professional skills and expertise during the time since the programme was first introduced. Dating back to 2007 when preparation for the paying agency was first undertaken. This capacity is still assessed as steadily improving however there are issues concerning the very high staff turnover and staff shortages in the PA, MA and also the need for additional staff in the NEA.

PA particularly suffers from a fast turnover of officials, with negative consequences on the general expertise and institutional memory. In addition, both the PA and NEA complain about an internal scarcity of human resources. There is clearly still room for improvement in the management of human resources. Complaints have been expressed by applicants, professional associations and other stakeholders regarding the professional competence of some officials of NEA and PA.

The data collection and storage is still hardcopy and there is an urgent need for this to be addressed. It was assumed that the SIPs programme would focus on this, however the main focus has been seen only in the finance departments of the PA and not in other key departments receiving and evaluation applications, or in the department for spot controls. for the monitoring needs.

Synergic actions among stakeholders can be improved. There is direct and indirect evidence that sometimes the involved institutions maintain a “bureaucratic approach” with a focus on their own tasks and duties and not on the overall process. Instead, adopting the approval and reimbursement of the projects as a primary goal could lead to a higher level of submitted applications and thus of contracted projects.

The selection process is identified as the most crucial element of the Programme and its success. Many potential final beneficiaries (and also successful ones) still consider it too strict, and its outcome uncertain until the final reimbursement is awarded. Often cited is the difference between the ease of access of National Schemes (measure 1 and 2) and the measures under IPARD. Although the system of controls is defined by the internal manual of procedures of the PA, the institution is constrained in its decisions by the external controls performed by the national and EU audits so, in practice, its degree of freedom compared with National Schemes is limited. The controls performed by external auditors often lead to the cancellation of projects, the blame of which is not always to be put to the project owners. “Changes of rules” between the signing of the contract and the inspection visits are often reported by applicants and professional associations, and confirmed to some extent also by the Audit Agency and the PA.

Improvements over the required documentation for applicants have been introduced in the recent years, but in spite of such efforts the burden on the shoulder of applicants still seems too heavy, often causing them not to complete the application, and quit their participation to the Programme.

The procedure for applying for IPARD funding is evaluated as highly costly and time-consuming to obtain the extensive documentation (estimated at 81.7 pages on average), an internal study discussed with the Payment agency is that each application under M101 was reported to cost a farmer the equivalent of an amount of circa: 200 Euros. The main cost is related to the time and resources required to obtain certificates, mandatory documents and the three-bid offers required from suppliers. In some cases, the suppliers are in third countries and translation of offers was required.

Access to finance was a problem highlighted in previous evaluation reports and continues to be reported by the beneficiaries interviewed in this evaluation. This was brought to the attention of the MA and PA and it is understood that this has been partially addressed for the second programme but still requires more attention and better solutions found. Communication between the applicants and the banks is reported still to have scope for improvement. A long standing problem is reported to be the unwillingness of Banks to accept Agricultural Assets as collateral to secure short term credit.

A key objective of the programme was to adjust the sector to the standards and requirements expected of a potential candidate country in an EU accession process. IPARD I has had very little impact on achieving this objective. There is little evidence, presented in monitoring data, that under the three implemented measures that there is increased compliance with EU standards. Even under measure 103, targeting food processing, it is thought that limited compliance with new standards resulted. For the individual farmer there is still an

ongoing need to continue and expand the processes of adjustment, for the various sectors, to be in compliance with the EU Acquis. There is limited ability, reported by the Paying Agency to assess or spot check that higher standards as a result of project funding have been achieved at farm level.

7.2 Recommendations

7.2.1 Recommendations for the selection process

- 1) The Paying Agency should provide eligibility criteria that do not change through time for the individual project and remain valid throughout the lifetime of the project: “retroactive” project evaluation should not be an option. The National Audit Authority should agree to honour decisions of the Paying Agency regarding approvals, rejections etc.
- 2) The Paying Agency should explore ways to speed up the selection process, so to minimize uncertainty on outcomes from the applicant's side. An example is to start processing the applications as soon as they arrive instead of waiting until the Call is closed. This ‘first in first served’ approach may to some extent be contradictory to a strategic selection of projects, where the project contributing best to the measure and programme objectives are selected. These two approaches must be balanced.
- 3) The Managing Authority and the Paying Agency should provide stronger coverage of support with application proposals during the phase of their preparation by making technical (screening) field visits to municipalities. Visits of applicants to a centralized “help desk” should be possible, to receive help in overcoming problems and difficulties, thereby avoiding the situation whereby the applicant does not receive any information on the progress of their applications until they receive the final judgment from the Paying Agency.

7.2.2 Recommendations for a more integrated approach of the stakeholders

- 4) The databases of the Managing Authority, the Paying Agency, the National Extension Agency and the technical bodies such as the Food and Veterinary Agency, as well as those belonging to the professional associations could be used to better identify the pool of potential applicants. The Managing Authority should pursue a policy of obtaining the practical agreement of stakeholders to ensure interconnectivity of their databases.
- 5) Information activities at this mature stage of the Programme could be more focused on each subsector (some initiatives in this direction have already been observed by the evaluator). In this respect, it is recommended to hold meetings, which provide both general information about the Programme and technical guidance. They would immediately tackle the challenge of what documentation the applicant is required to present and start the process of drafting outline applications (this experience has proved successful in other IPARD countries). The Managing Authority, Paying Agency and National Extension Agency should agree to provide representatives for these meetings.

- 6) The Paying Agency should provide feedback to municipalities and NEA regarding reasons for approved, rejected, and cancelled projects, and “best” and “worst” practices. This will serve to strengthen the ownership and commitment of municipalities and NEA.

7.2.3 Additional recommendation

- 7) The Managing Authority together with the National Fund should consider a mechanism for pre-financing support (revolving fund, guarantee fund, direct financial management of loan), in order to alleviate the financial burden of applicants, who are without access to either special or favourable credit conditions. The experiences from other countries contains many different ideas for the applications of so-called Financial Instruments, which can be considered to lift the liquidity squeeze for the applicants.
- 8) The final recommendation is that the information provided in this ex-post evaluation report be used to improve the capacity of ongoing and future programmes to achieve their objectives, among other in regard to the possibility of:
- further improving their design with special emphasis on monitoring of programme implementation and the organisation of external independent evaluations such as on-going evaluations, where also indicators for results and impacts are assessed,
 - significantly improving the implementation of the programmes,
 - improving the impact of the programmes especially in relation to increasing compliance with EC standards in all areas through an appropriate design of measures, eligibility criteria, eligibility investments and measure objectives,
 - preventing deadweight through carefully designed measures balancing the generation of benefits in terms of public goods (environment, nature, biodiversity, animal welfare, food safety, hygiene, and working conditions) on the one hand and economic feasibility of the investment on the other.
 - improving the visibility of the programmes.

ANNEXES

ANNEX 1 Survey Analyses. Successful Beneficiaries

These analyses include results of the survey which was undertaken during the project implementation with beneficiaries across the country.

The sample base was taken from a data base provided by IPARD PA, titled: Register of received applications, version 06-UA-0307, dated from 03.07.2018. The methodology for selection of participants in the field phase survey is designed to encompass all relevant segments of applicants, with regard to: successful beneficiaries, statistical region, agricultural sectors (vegetables, vineyards & wine production, orchards, meat and milk), value per awarded project, companies & farmers, gender and young farmers³¹.

The sample size for the first phase of visits and interviews was set at 100 beneficiaries. These beneficiaries were selected from a total number of 1035 successful IPARD 2007-2013 applications. Documents show that 1795 contracts were concluded, but 760 applicants had canceled these contracts for different reasons and are excluded from this first survey group for farm and site visits.

In terms of sectors, successful applications were divided in the following manner:

Table 57 Successful applications per sector

Agricultural sector	%	Number of applicants to be visited	Full number of successful beneficiaries
Vegetables	35,5	35	368
Vineyards & wine	19	19	198
Orchards	43	42	439
Meat	1	2	11
Milk	1,5	2	16
Total	100	100	1035

In terms of regional disbursement, successful applications were divided in the following manner

Table 58 Successful applications per region

Region	%	Number of beneficiaries to be visited
Pelagonija PR	44	41
Vardar PR	22	23
East PR	10	10
Southeast PR	10	10
Skopje PR	5	5
Southwest PR	4	5
Polog PR	3	3
Northeast PR	2	3
Total	100	100

³¹ The size of the survey, scope and the methodology for selecting beneficiaries was discussed and approved by the MA in September 2019. There were challenges in obtaining contact details from the PA which were eventually resolved. However, it was found that even with contact details communication with beneficiaries was difficult.

In terms of value of the awarded contracts, the beneficiaries were divided into 6 groups, including:

Table 59 Division of beneficiaries per contract value

Value of the contracts	%	Number of beneficiaries
Up to 2.000 Euros	8	81
2.001 – 10.000	63	660
10.001 – 20.000	18	185
20.001 – 50.000	6	59
50.001 – 100.000	2	22
100.001 – 660.000	3	27
	100	1035

In terms of age status, out of the 1035 successful applicants, 294 were young farmers or young owners of companies. In the sample for visits & interviews, 19% of the applicants are young farmers.

In terms of gender, out of the 1035 successful applications, 300 were applied by women (in correlation to the full number of applications, 882 women applied, meaning that the successful ratio is 34%). During the interviews 32 women were targeted.

With regard to the legal status of the beneficiaries 856 successful applications were submitted by individual farmers, family households or physical persons, 1 cooperative and 178 companies (micro, small, medium or big company). For the interviews, the team visited 1 cooperative, 26 companies and 73 individual farmers.

A list of names has been submitted to the PA so that they can provide addresses, telephone and email contact data. This is in addition to the full register which is still to be provided which will provide all names and addresses allowing for the contact of unsuccessful candidates for a later phase of interviews. It was found that of the original 100 contacts provided, 25 beneficiaries could not be contacted. To compensate for this the original list of 100 beneficiaries was expanded to 125 and at the end of this phase 95 interviews were completed, and 30 beneficiaries could not be contacted.

Summary of general data

In total 125 interviews with IPARD beneficiaries were completed. The contacts of the beneficiaries were provided by IPARDPA and the MA. A minimum of 11 % from the total approved and realized applications was target for the survey. Out of the total 125 persons interviewed, 38 were women³² and 86 persons were men. Average age of the interviewed beneficiaries is 47 years.

Measure	Women	Men
101	30	57
103	0	19
302	8	10

Table 60 Average age of the interviewed per measure

³²32 Female beneficiaries were targeted by the Survey.

That resulted in 87 responses for Measure 101, 20 responses collected for Measure 103 and 18 responses collected for Measure 302.

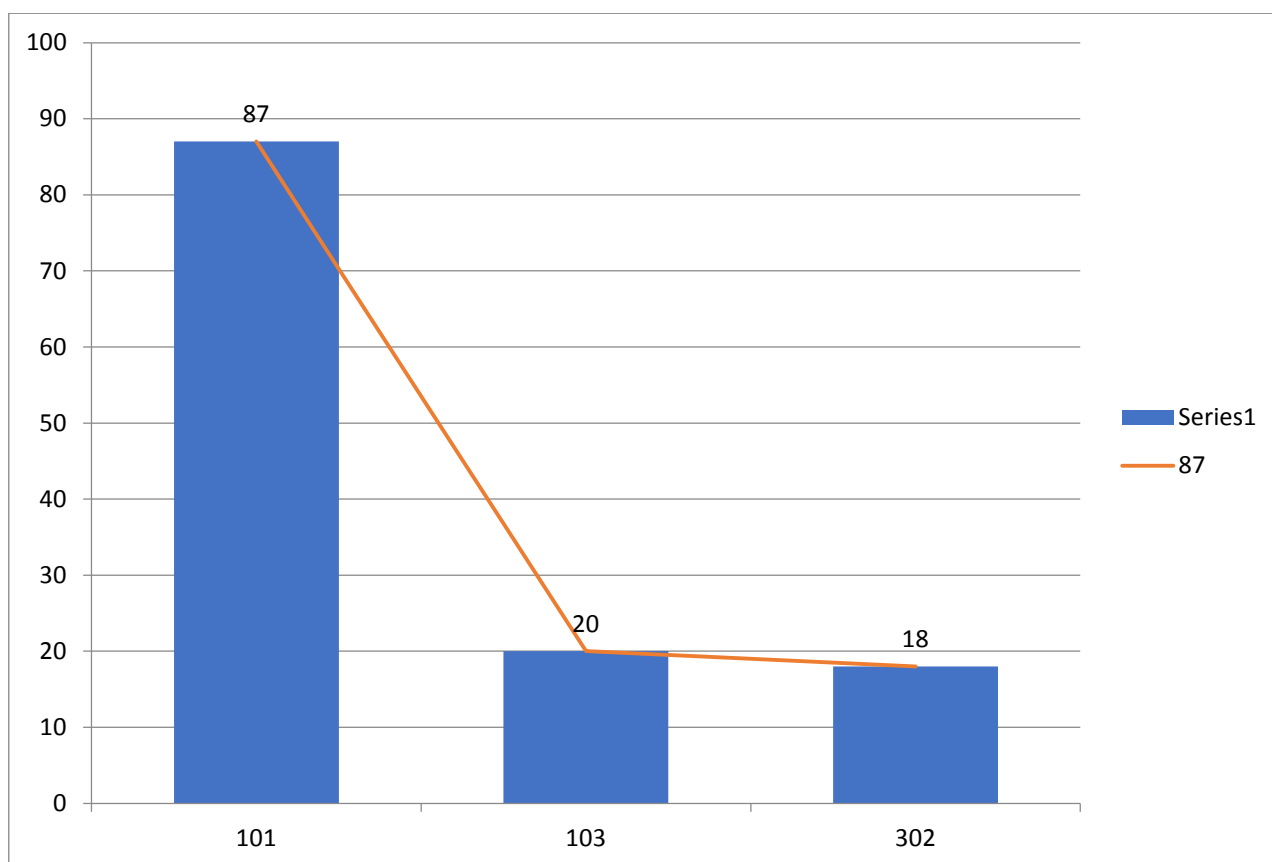


Table61 Interviews per measure

A majority of the beneficiaries are **registered** as individual agricultural economies of family farms (total 68), 23 are registered as legal persons in the register, 27 are business (SMEs) one declared registration as other and rest have not responded.

With regard to the application process, 101 of the interviewed beneficiaries 'applications have been **approved** for a first time whilst the 17 had to reapply in order to get their investment financed and the rest have not responded to the question. In total 122 applicants realised the investments, whilst 2 have failed to realize them, and one has not provided response.

Applicants have not used banks as a tool to secure **co-financing** significantly. A majority, 72 of the interviewed beneficiaries, stated that they had not applied for a bank loan. Only 44 out of 51 who applied for a bank loan got their loan approved.

The understanding of using **consultative services** for support of preparation of the business plan falls only if the applicants used consultants and not NEA or MAFWE support or information. The responses where the applicants claim they used private consultants 35 and 2 used banks, corresponds with the responses that they used consultancy in preparation of the business plan. Most of the applicants claim they have not used any support, while at the same time they claim they used support from NEA 38 or MAFWE 10. Rest of the respondents did not respond to the questions or just responded that they do not remember.

96 persons would apply again for IPARD support. 27 of the interviewed responded that they would not apply again for the IPARD support.

23 persons claimed that their applications were **rejected at first time of application**. Ten responded that they have not received responses why their applications were rejected and one responded positively that he got explanation why application was rejected.

Ten persons claim **they would apply for the same measure again** and seven for other measures. **The general remarks** on provided by the beneficiaries are coming from those who have realized investments in measure 101. The comments refer to following:

1. **Procedures:** Eleven of the respondents claim that the procedures are long and complicated.
2. **Documents required:** Four of the respondents claim that the required documents are a lot and it's difficult to collect them. For some documents they have to travel to Skopje in order to get them.
3. **Time of approval:** Length of the time for approval is mentioned as problem for six beneficiaries. They claim that the time of two years is too long and one of them provided comment that they faced change of prices due to the long-time of approval.
4. **Suppliers:** three beneficiaries claim they had problems with suppliers. The problems mentioned are that delayed supply and delivery of equipment, delivery of certificates for origin.
5. **Institutions:** Four mention institutions in their general comments. The comments include the following: problems with IPARDPA during check-ups, weak capacity of local ministry
6. representatives, lack of communication with the relevant authorities, rigid and closed state institutions,
7. **Land use:** one of the beneficiaries gave remark that had problems with land use
8. **Lack of information:** One claims that due to lack of information they bought equipment from Brazil and China and have not realized the investment.
9. **Co- financing:** is problem for one person due to the fact that the real co-financing is less than 50% due to VAT costs.
10. **IPARD was positive experience** for two beneficiaries. One claims that they engaged consultant and everything got easier and the second one just claims that he had positive experience.

Seven of the applicants who got contracts for the measure **103** share more or less the same concerns like the ones in Measure 101, including more serious remarks on one case that is now in legal process with the Paying Agency. The remarks include:

1. **Long period for approval** of the application
2. **Collection of offers** and prices is stated as problematic for two respondents
3. Agency did not respect the **deadlines for responses**
4. **Wrongly interpreted measure** as the national standards are not compliant with the EU standards
5. Time for **receiving responses is too long**
6. **Quantity of documentation required**

The case that has ended up in court refused to respond the questionnaire. He stated that after several controls have been made and the investment approved, and visited even by control from Brussels, he was rejected because of connection of suppliers. Now he has brought the case to court

Measure 302 beneficiaries have also provided long list of comments including cases:

1. **Discriminatory behaviour from the IPARDPA** employees is problem for two respondents
2. One stated that the **staff at IPARDPA is not competent**
3. Two state that **the controllers are not competent**
4. Two claim **they were asked many times to deliver additional documents**
5. One state that the **institutions are correct**
6. Three complain on **rejection/ not full coverage of demanded amounts**
7. Three complain on **complicated /long procedure**
8. Two claims that the process is a **bureaucracy**
9. **Quantity of required documentation** is also problem for applications for Measure 302
10. **Bad communication with IPARDPA**
11. **Situation on the field is not considered during programming of IPARD 2007-2013**
12. **IPARD 2007-2013 is not adjusted to the level of the farmers**
13. There is a **lack of knowledge in institutions**
14. During decisions from IPARDPA for co-financing **female ownership and location in mountainous area were not considered by IPARDPA** and the co- financing was less than expected.

Case: One applicant state that his application was 8 times rejected. He considers that I happened due to his ethnic and political background. He hadn't access to the IPARDPA staff and he claim he was rejected from trivial reasons. Huge part of investment was reduced and in reality the co-financing from the programme is 15-20%. He applied in 2011 and got decision in 2015. Part of the requirements from the Agency were not applicable. One of them was that they should supply documents from municipality to revise the project and the municipality do not have that responsibility for revision of technical documentation. He had company of four staff he was asked to register new one with less staff.

Survey findings for MEASURE 101:

The set of ten questions in the survey for the measure 101 were responded by 87 beneficiaries. The majority, 57 of the beneficiary's part of the survey were men and 30 were women. The average age of the respondents is 44.5 years.

Majority of the beneficiaries are registered as individual farmers in total 54, 19 are businesses (9 trade companies, 1 agricultural cooperative, 1 medium size company, 8 not specified), 12 are family farms. One has not responded and one classified itself as other.

39% of the investments are tractors with equipment's, 33% of investments are in equipment, and 22% are tractors. Three of the interviewed beneficiaries invested in irrigations systems, one in green house and one in pig nursery.

71 of the applications were approved with the first application while 16 were not approved with the first application.

85 of the interviewed beneficiaries realised the investment and two have not realised investments³³. Co-financing shares of the beneficiaries are claimed to vary from 1.5% to 70%. There are beneficiaries (in total 7) who provided their net amounts of the financed investments. Most of them 41 have financed 50%, 12 claims they financed 55 % and 11 beneficiaries financed 60 %.

In order to check the possibility access to finance and possibility of to obtain bank loans, survey showed that 32 beneficiaries have applied for bank loans and 22 of them got approved bank loans, while 10 got rejected. 54 have not applied and not received bank loans. Consultancy services among beneficiaries are linked only to services obtained from private consultants. The number of those who claim that used consultancy services (19) correspond to the responses that they used private companies. NEA support was used by 38 applicants. Eight claim they used support from MAFWE local offices. 20 have not responded to the question and 2 obtained support from the staff at commercial bank where they were applying for loans.

In regards to the experience with IPARD 66 beneficiaries would apply for IPARD again, while 18 would not. Five claim they would apply for the same measure and 4 for other measure as well. The rest of the beneficiaries have not responded to this question.

Specific questions related to MEASURE 101

On the **question if supported investment contributed to improve income**, 88 % of the beneficiaries responded positively and (highly satisfactory, satisfactory and moderately satisfactory) only 12% responded that the investments have not contributed to improve their income.

In regards to **what extent the invested income contributed**, the responses show that 38% of the beneficiaries consider as moderately satisfactory the contribution of the investments and 33 % as satisfactory and 17% consider it as highly satisfactory.

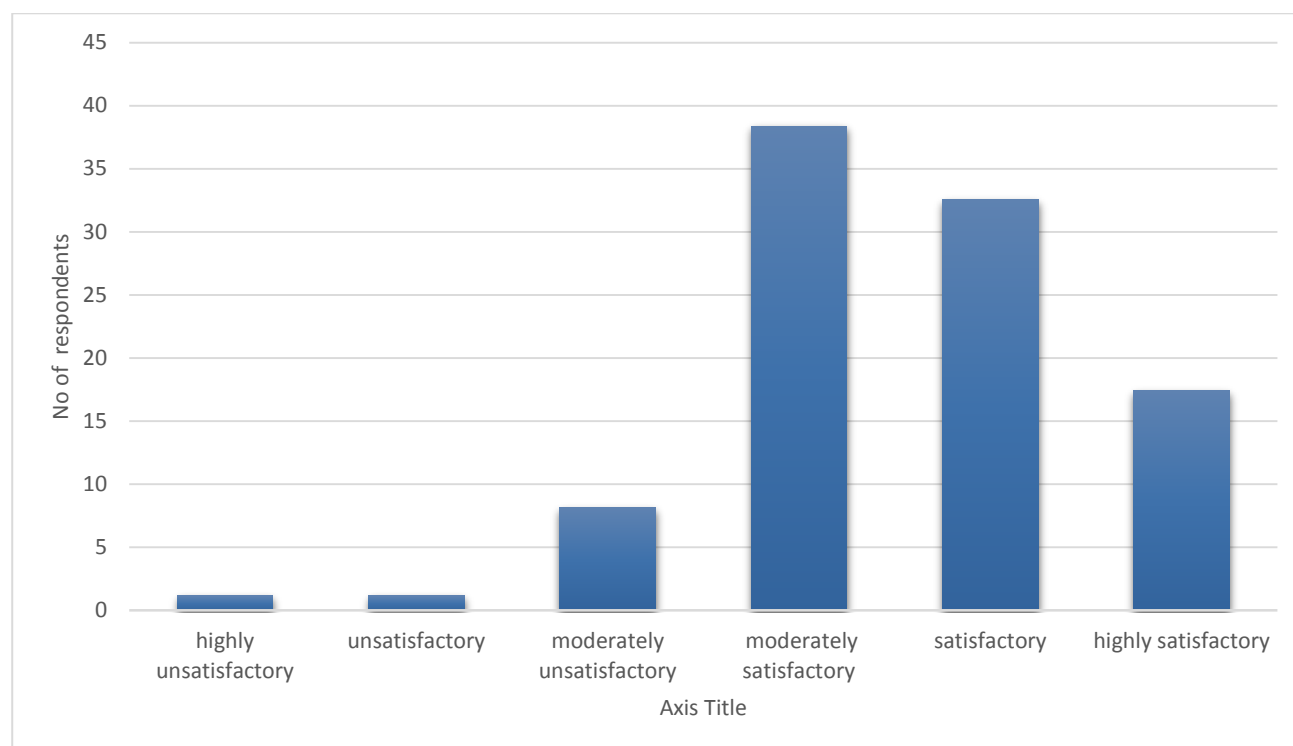


Table62 responses on the extent that investment contributed to the improvement of income

³³ This is the reason why the rest of the questions are responded by 85 beneficiaries.

82% of the beneficiaries claim that the investment has **improved competitiveness** of their produce. 18 % think the opposite.

In regards to **what extent the supported investment contributed to better use of the factors non holding** 10% confirmed it as highly satisfactory, 49 % as satisfactory and 33 % as moderately satisfactory.

98 % of the responses collected stated that the **supported investment contributed to a better use of production factors on holding**, versus 2% who have not experienced that.

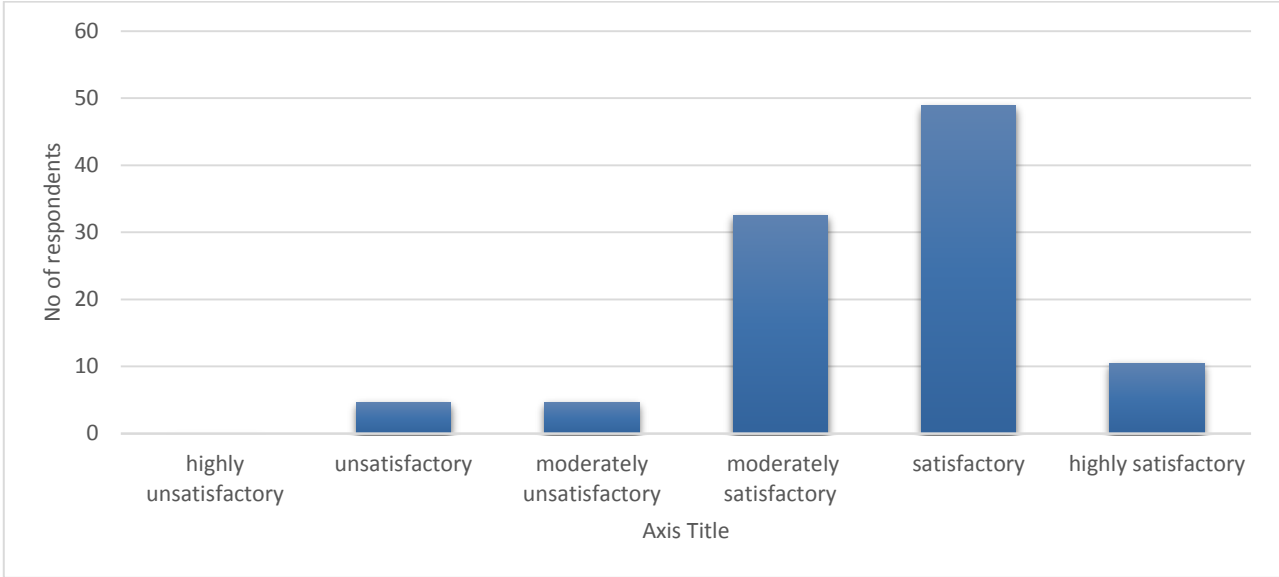


Table63 To what extent investment has contributed to better use of production factors on holding

On the question if investment improved the quality of farm products, 89% of those who responded claim that quality of farm products is improved. 11% think that investment has not improved the quality of farm products.

In regards to the extent to which the quality of the products is improved 97% claim that the level of improvement is satisfactory or higher.

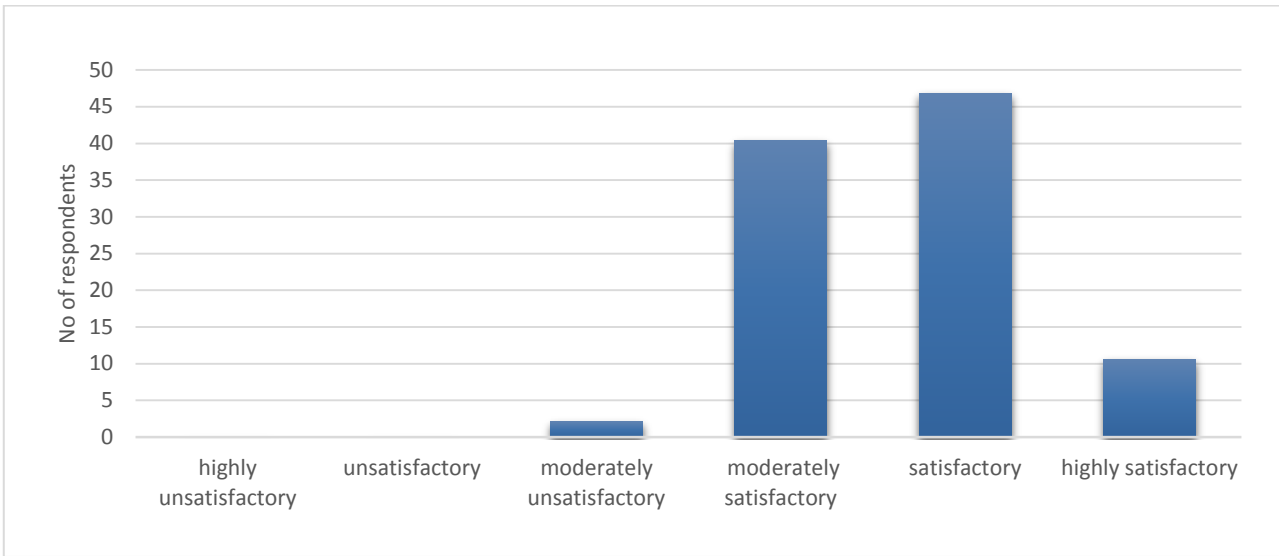


Table64 To what extent investment improved the quality of farm products

Compliance for the quality of farm products with EU standards was questioned, and 66% responded that the quality is compliant to EU standards, 30% don't know if it's compliant and 3% don't think the produce is compliant to EU standards.

On the question **have supported investment improved production conditions in term of working conditions**, almost all respondents replied positive (only 5 negative responses, unsatisfactory and moderately unsatisfactory). In regards to the extent of the i

Improvement, 67% responded that it's satisfactory, 17% that is highly satisfactory.

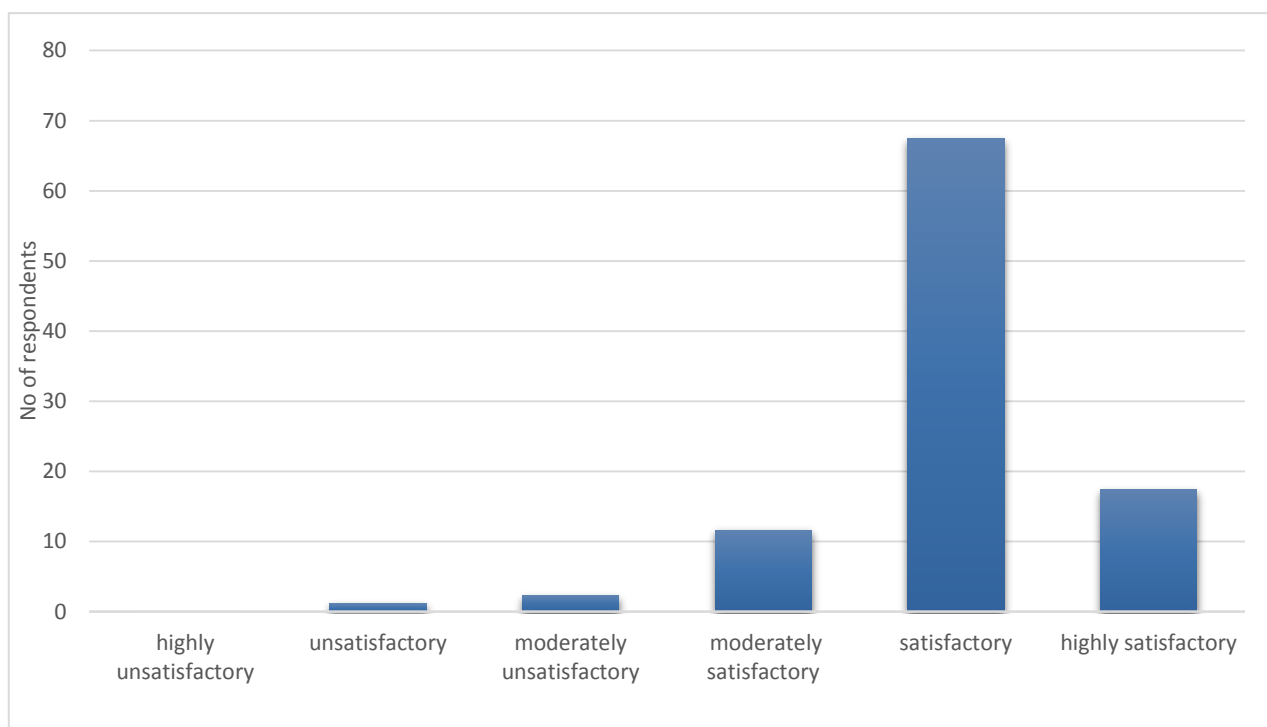


Table 65 To what extent investment improved production conditions in term of working conditions

Have supported investment facilitated environmentally friendly farming? This question was responded positively by 74% respondents. 24% responded that they don't know.

Have the supported investment improved production conditions in terms of animal welfare?

Only one beneficiary responded to these questions since only one has made investment on the animal husbandry. He reported that the investment has improved animal welfare to highly satisfactory extent.

On the questions related to **sustainability**, 100 % responses are that the investments made are still functional and operative. Two responses are that the investment is not maintained. 86% stated that the maintain ace is not difficult, but the comments are that service providers are not responding on the calls for service, service is expensive (10000 MKD per service), difficult for local circumstances, no conditions the service do not come when we call them.

In regards to visibility 85 respondents replied that they applied visibility rules from IPARD 2007-2013.

Survey findings from Measure 103

There are 20 collected questionnaires' for the measure 103. Two are not fully filled in by the applicants.

All responses are collected from men with average age of 51 years. Nine of them represent small enterprises and five medium enterprises. The rest have not indicated their type of registration. Type of investments reported are in equipment for dairy and processing of milk, equipment for wine production, modernisation of slather house, construction of supporting buildings for milk processing, air-conditioning and heating in the processing lines, improvement of working conditions in the working environment, collection centre for fruit and vegetables, wine production equipment. Applications of all interviewed persons were submitted for first time and got approved with co-financing of 50% and realised investments. Nine of the investors applied for bank loan and seven got them approved. Fourteen applicants used consultancy support from consultancy companies while five have not used consultancy support. Eighteen applicants would apply again for IPARD support.

Q1: Have supported investment helped you to increase added value of your products through improved and rationalised processing?

Eighteen interviewed farmers have indicated as positive but with different satisfactory level. where one claims that the level is unsatisfactory. Fifteen provided responses within the satisfactory levels.

Q2: Have supported investment helped you to increase added value of your products through improved and rationalised marketing of products?

Fifteen confirmed that it did and three noted that it hasn't. Thirteen agree that is on satisfactory level divided between moderately satisfactory and satisfactory.

Q3: Have supported investment helped in increasing added values and competitiveness of agricultural products by improving their quality?

Seventeen claim that the investment improved the added values and competitiveness of their produce. But twelve put it into the satisfactory extent.

Q4: Does supported investment improved health and welfare conditions?

Sixteen claim it did with satisfactory level; seventeen state is in compliance with EU standards. Two disagree. Twelve put it in the frame of the satisfactory extent level.

Q5: Does supported investment contributed to restructure the processing food industry in the sectors involved in order being able to compete in the EU market?

Fifteen claim it did but the extent to which it contributed is different for each investment. Thirteen claim it's on satisfactory level.

Q7: Have supported investment contributed to the protection of environment?

Seventeen beneficiaries confirmed that the investments contributed to protection of environment to different extents, were majority of fourteen place it in satisfactory levels.

The investments are operative for all, maintained well by all, but with no problems and easily for seventeen beneficiaries. They claim that visibility is still present at investments sites.

Survey findings Measure 302

The survey was done with eighteen beneficiaries, out of which 8 women and 10 men.

Co funded investments are in: fruit and vegetable dryers, wireframed printer and cutter, Machinery and equipment for agriculture, purchase and import of 250 sheep, investments in furniture production equipment and catering company, dairy production, processing of tahini and production of halva, purchase of dosing equipment labeling and caps machine, construction and equipment for restaurant, alternative agriculture systems, car service and renovation of car service, adaptation of space and equipment for production of cosmetic and pharmacy products, machine for honey packing.

Thirteen are business and two are individual farmers.

Eleven got the applications approved for the first time, seven had to reapply. Five reapplied again for the same measure. Fifteen asked for 50% public co financing. Ten applied for bank loan, five got them approved. Thirteen used consultancy support, ten from a consultancy company in preparation of the business plan. Twelve of them would apply again for IPARD support.

Q1: Have supported investment in development and diversification of on farm and off farm activities increased your income?

Fifteen claim investment increased income but the satisfactory level is divided equally between satisfactory and unsatisfactory levels.

Q2: Have supported investment promoted diversification on farm household activities to non-agricultural activities?

Thirteen responded positively, out of which 8 put it on satisfactory level. Four claim it has not promoted it.

Q3: Have the supported investment promoted additional employment opportunities for farm households outside the agriculture sector?

Thirteen claim it promoted additional employment, three claim it has not and two don't know if it did. Twelve put it on satisfactory levels.

Q4: Does supported investments contributed to improving the diversification and development of rural economy?

Fourteen claim it did, two don't know the rest have not responded at all. The extent is on satisfactory levels for eleven interviewed persons.

Q5: Does supported investment contributed to quality of life in your area?

It did for 13 persons, 3 don't know. The extent is satisfactory for eleven persons interviewed.

Investments are still operational, and three claims is difficult to be maintained. Only one is not maintained. One is stating that is in development and progress but face lack of workforce.

Visibility rules were applied in all investments for which interviews were performed.

ANNEX 2. Survey analyses: Rejected IPARD applicants

Measure 103

The survey for the rejected interviewees for the measure 103 included 19 persons representing 12 small and 7 medium enterprises. Eleven of the interviewed persons were male and eight were female.

Most of the interviewees 7 in total applied for the sub measure 1032 Fruit and vegetable processing, 5 for 1034 production of meat products, 4 for 1031 wine production and 3 for 1033 milk and dairy products.

The value of the requested financial support requested to be approved from the public budget, majority of the rejected applications requested applied for amounts of less than 150.000 euros. The detailed overview of the value and rejected applications from the survey is presented in the table below (T1):

Value in Euros	Number of applicants
0-10.000	5
10.000-30.000	4
30.000-50.000	0
50.000-100.000	5
100.000-150.000	4
150.000-200.000	0
200.000-300.000	0
over 300.000	1

Table 66 Value of the requested support from the public budget

Eight of the interviewees used support for the preparation of the application but they indicated other as answer on the question by which the support was provided.

In regards to the reapplying for IPARD support, 3 re-applied for the same investment and 2 of them got it approved. 1 has not re-applied again. Fifteen interviewees applied for other investment. Seventeen responded that they would reapply again for IPARD support in the future.

Rejection reasons:

Value of the investment was a problem for non completion investments for eight applicants. As three of them elaborated got the contracts approved and signed but later unrealized, the total number of rejected because of the value is five. Analyses of the questions for the incomplete documentation indicate that actually 3 out of these 5 interviewees have not passed the eligibility check because of incomplete documentation.

- Completeness Check

Incomplete documents were a reason for rejection of 14 interviewed applicants. Two of them have missed the deadline to re-submit the missing documents.

From the general documents the following are the top ones indicated as a problem:

- Most of the interviewees 5 stated that the problem was the Proof for that the interviewees do not have credit debt in front of bank (number 21 from the list of requested documents).

- Property certificates, contract for leasing or rent were second problem for 4 interviewees who applied for purchasing equipment. Three offers from suppliers were also problem for 4 applicants.
- The proof that the applicant does not have debt towards MAFWE was problem for 3 applicants.
- Each of the following general documents was stated as problem by one respondent: Documents that the company is not in bankruptcy or liquidation; for ones that included construction works also the property certificates and contracts for leasing/ rent; Bank statement; Proof for ownership structure of foreign suppliers.

The rest of the general documents were not stated as problem.

In regards to the specific documents required for each of the sub measures,

- leading problematic document mentioned as such in all sub measures by 12 interviewees is the Approval for construction/ reconstruction/ adaptation/ additional construction/ along with the copy of the revised project documentation and plans for construction/ reconstruction/ adaptation/ additional construction issued by the Local Self Government.
- Second document stated as problem in the incomplete documentation mentioned in all sub-measures by 10 interviewees is the decision for approved EIA report issued by the Local self -government or Ministry for environment and spatial planning.

The rest of the specific documents (which are identical in each of the sub-measures) are indicated as problem for 8 of the interviewees. Obviously, the interviewees had problems with all documents in all sub-measures that they applied for.

No one of the interviewees responded the following questions:

10. Please explain in details what the main difficulties that you faced during the application with collection of the documents were (institutions did not respond, you were not in a position to collect offers, etc.)?

11. According to the MOU between the agency and the technical bodies did you came across any difficulties like forms, directions etc.?)

No one provided recommendations for improvement of IPARD.

Talking in consideration the fact that the interviewees re-applied with other investments and 17 of them would like to reapply for IPARD 2007-2013 indicates their reluctance to respond on the reasoning what were the problems with the documents in regards to obtaining them. This might be also a indication of a sensitive issue, as they have to face the same institutions or technical bodies again when they apply again.

Measure 302

Thirty-six persons were interviewed to represent rejected interviewees for the measure 302. There were seventeen women nineteen men represented 30 trade companies in private property, one agricultural cooperative and 5 are individual farmer.

Representation of the interviewees per measure is presented in the table (T2) below:

Type of investments	Number of rejected applications
3021 Group of investments for establishment and upgrade of non -agricultural production activities in rural areas.	18
3022 Group of investments for diversification of agriculture income	17
3023 Investments for provision of agricultural services in rural areas	0
3024 Group of investments for promotion of rural tourism activities in rural areas	1

Table 67 Representation of the interviewed persons per sub measure

Most of the interviewees (19) that were rejected applied for investments between 50.000- and 100.000-Euros support from funds of the public budget.

Value in Euros	Number of interviewees
0-10.000	1
10.000-30.000	3
30.000-50.000	5
50.000-100.000	19
100.000-150.000	4
150.000-200.000	3
200.000-300.000	0
over 300.000	0

Table 68 Value of the requested support from the public budget

Out of fifteen interviewees who used support for the preparation of the application two have used support from NEA, five from private consultant, 1 indicated that he has used support from local office of MAFWE and seven indicated other as answer on the question.

In regards to the reapplying for IPARD support, 3 re-applied for the same investment and only one got it approved. Thirty-three have not re-applied again for the same investment, but thirteen applied for other type of investment. Interest for IPARD remains high as 32 responded that they would reapply again for IPARD support in the future, and only 4 would not reapply.

Rejection reasons:

The rejected interviewees that received detailed responses for the reasons why they were rejected are 14, and those who have not received responses are 21.

Value of the investment was a problem for not fulfilment of investments for ten applicants. Seven of them elaborated got the contracts approved and signed but later unrealized, the total number of rejected because of

the value is three. Analyses of the questions for the incomplete documentation indicate that minimum three out of the ten interviewees have not passed the eligibility check because of incomplete documentation as well.

Completeness Check

Incomplete documents were a reason for rejection of 29 interviewed applicants. Fourteen of them have missed the deadline to re-submit the missing documents.

From the general documents below is a rank of the ones that were indicated as a problem in most of responses:

1.Offer/ Contract/ Invoice for preparation of business plan/ technical proposal or preparation of project documents and/or Consultant fee and /or Preparation of feasibility studies and /or patent rights and/ or License was indicated by 20 interviewees

2.Business plan/ technical project proposal or project prepared in line with Guidelines for preparation published by IPARDPA was indicated by 16 interviewees

3.For 11 interviewees problem were the property certificates, contracts for leasing or rent

4.Offer/3 Offers with technical specification country of origin of the offered product not older than 3 months from the day when the public call was published was indicated by 10 interviewees

5. Nine interviewees indicated the problem was collection of three offers for purchase of equipment with value of over 10000 from suppliers for preparation of business plan, technical project/ architects/ engineers/ consultants' fee/ preparation of feasibility study/ patent rights/

6&7. Seven interviewees indicated the Approval for construction/ reconstruction/ adaptation renovation/ upgrade and revised project documents issued by Local Self Government. Same number of interviewees (7) indicated the Confirmation letter from Local Self Government that the investment is in line with the Local development strategy or the explanation for contribution to the development of local economy also issued by the Local self-government

8. Proofs for education, proof that there are not debts towards MAFWE, confirmation letters that the applicants do not have debts. Towards Public revenue office and the proof about the property structures of the suppliers with foreign origin were indicated as problems for one interviewee per each of the documents.

From the specific documents:

- Decision for approved EIA report issued by the Local self -government or Ministry for environment and spatial planning, is a problem for 9 interviewees across the sub-measures 30211 (for 5), 30212 (for 2) , 30221 (for1), 30242 (for1).
- Two interviewees indicated as problem the Minutes from the state inspectorate for fulfilment of obligations for safety and health at work
- The following documents are indicated as problem by one interview each: Approval/ decision for business issued by the Food and veterinary agency; Proof for implementation of the good production practice/ or good lab practice; Proof for registration for production, processing and trade with seeds; Lists of cadastre parcels according to the type of the cultures for production of seed and seedlings; copies from the cadastre plan with the objects and capacities and land for production and/ or plan for planting. One interviewee selected all documents required for the sub measure 30242

No one of the interviewees responded the following questions:

10. Please explain in details what the main difficulties that you faced during the application with collection of the documents were (institutions did not respond, you were not in a position to collect offers, etc.)?

11. According to the MOU between the agency and the technical bodies did you came across any difficulties like forms, directions etc.?)

No one provided recommendations for improvement of IPARD.

As 32 interviewees indicated that they will apply for IPARD again it's probable that they avoided responding on the questions that are liked to institutions they have to visit again.

ANNEX 3. Stakeholder lists interviewed in the process of the ex-post evaluation

Beneficiaries of the Programme

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
1	BIMFOOD /БИМФООД ДОО експорт импорт	48455554	Str.A.Makedonski, Prilep/ ул. Александар Македонски бб, Прилеп	Prilep / Прилеп	Pelagonija/ Пелагониски	103
2	Stojan Talevski / СТОЈАН ТАЛЕВСКИ	075/262-099	Str. A, / УЛ. А БР. ББ	Mogila / Могила	Pelagonija/ Пелагониски	101
3	N&S Company / ДЗСПТУ Н & С- КОМПАНИ увоз-извоз ДОО	075/942-999 076/272-272	v.Poeshevo, Bitola ПОЕШЕВО,БИТО ЛА	Bitola / Битола	Pelagonija/ Пелагониски	101
4	Marija Gilevska / МАРИЈА ГИЛЕВСКА	078/293-998	Str.Partizanska, 53/3-11, Bitola / УЛ.Партизанска БР.53/3-11, Битола	Novaci / Новаци	Pelagonija/ Пелагониски	101
5	Oliver Jovevski / Оливер Јовевски	071/773-777	v.Mlo Konjari / с.Мало Коњари	Prilep / Прилеп	Pelagonija/ Пелагониски	101
6	MIKEI Int./ МИКЕИ- ИНТЕРНАЦИОНАЛ ДОО	02/2523-523	Kamnik / Камник б.б.	Gazi Baba / Гази Баба	Skopje/ Скопски	101
7	AGRO GURMESH / ДПТУ АГРО ГУРМЕШ ДООЕЛ Јурумелри СКОПЈЕ	070645255	v.Jurumleri / ЈУРУМЛЕРИ, УЛ. 1, БР. 64	Gazi Baba / Гази Баба	Skopje/ Скопски	101
8	AGRO-BIT / АГРО-БИТ 2012 ДООЕЛ УВОЗ-ИЗВОЗ	078/441-880	Str.10/26 v.Jurumlari / Ул.10 бр.26 Јурумлери	Gazi Baba / Гази Баба	Skopje/ Скопски	101
9	Nikolce Ilievski / НИКОЛЧЕ ИЛИЕВСКИ	044/339-199 078/339-199	Str.101 / УЛ.101 БР.ББ	Tetovo / Тетово	Polog / Полог	101
10	Angel Vanevski / АНГЕЛ ВАНЕВСКИ	078/445-220	Str.101 / УЛ.101 БР.ББ	Jagunovce/ Јегуновце	Polog / Полог	101
11	AGRO-JASMIN / ИЗ АГРО- ЈАСМИН	070-343-222	v. Murtino / с. Муртино 299	Strumica/ Струмица	Southeast /Југоисточен	101
12	Vladimir Kirik / Владимир Ќирик	070/809-996	Str. 29 November / ул. 29-ти Ноември бб	Bogdanci/ Богданци	Southeast /Југоисточен	101
13	Stojne Karanfilov / Стојне Каранфилов	075/350-348	str.Vanco Prke / Ул.Ванчо Прке бр.76	Vinica / Винаца	East / Источен	101
14	Mirjana Dimkova / Мирјана Димкова	071/282-868	v.Vrsakovo / С.Врсаково	Stip / Штип	East / Источен	101
15	NIKO AGRAR / ИЗ НИКО АГРАР ИГОРЧО МИТКО АНГЕЛОВ	071234788	Str.Goce Delcev, 11 / УЛ. ГОЦЕ	Kochani/ Кочани	East / Источен	101

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
			ДЕЛЧЕВ БР. 11			
16	Venko Jovanov / ВЕНКО ЈОВАНОВ	070/213-235	v.Pekljani / УЛ./ БР./ ПЕКЉАНИ	Vinca / Виница	East / Источен	101
17	Vojo Angelovik / Војо Ангеловиќ	078/304-806	v.Ivankovci / с.Иванковци	Veles / Велес	Vardar/ Вардарски	101
18	Dane Andonovski / Дане Андоновски	076/426-917	Str.Saraevska, 57b / Ул.Сараевска бр.57 б	Veles / Велес	Vardar/ Вардарски	101
19	Ace Zaekov / Аце Заеков	70555671	Str.Marshal Tito, 8 / ул. Маршал Тито бр. 8	Gradsko/ Градско	Vardar/ Вардарски	101
20	AGRO GRAOROSKI / ИЗ АГРО ГРАОРОСКИ	071/923-903	v.Krusheani / с.Крушеани	Krivogashtani/ Кривогаштани	Pelagonija/ Пелагониски	101
21	АГРО КАНАТЛАРЦИ / ИЗ АГРО КАНАТЛАРЦИ	075/277-883	В.Канатларци / УЛ./ БР./ с.Канатларци	Прилеп/ Прилеп	Pelagonija/ Пелагониски	101
22	Borce Malakovski / Борче Малаковски	071/309-780 047/286-999	Str.A / УЛ.А БР.ББ	Bitola / Битола	Pelagonija/ Пелагониски	101
23	Menka Damchevska / МЕНКА ДАМЧЕВСКА	070/474-795	Str.A / УЛ.А БР.ББ	Bitola / Битола	Pelagonija/ Пелагониски	101
24	Slavcho Mrmachovski / СЛАВЧО МРМАЧОВСКИ	070/770-515	Str.G / УЛ. Ѓ БР. ББ	Mogila / Могила	Pelagonija/ Пелагониски	101
25	Rozita Srpchanska / РОЗИТА СРПЧАНСКА	075/608-122 047/296-033	Str.G / УЛ. Ѓ БР. ББ	Mogila / Могила	Pelagonija/ Пелагониски	101
26	СНАКО ТРЕЈД / ДЗСПУТ ЧАКО ТРЕЈД ДООЕЛ	071/444-166, 047/286-095	Str.A / УЛ. Ѓ БР. ББ	Bitola / Битола	Pelagonija/ Пелагониски	101
27	Violeta Joshevska / ВИОЛЕТА ЈОШЕВСКА	076/406-877	Str.Vasil Brklevski, v.G.Orizari / ул.ВАСИЛ БРКЛЕВСКИ, ГОРНО ОРИЗАРИ	Bitola / Битола	Pelagonija/ Пелагониски	101
28	ZEM PROIZVOD / ЗЕМ Производ ДООЕЛ	32300128 070210928	v. Batanje, Karbinci / Атар на село Батање, Карбинци	Karbinci/ Карбинци	East / Источен	101
29	ROJAL 08 / Ројал 08 Дооел	070-210-695	v.Alakinci / Алакинци, Свети Николе	Sveti Nikole / Св. Николе	Vardar/ Вардарски	101
30	Javorka Miceva / Јаворка Мицева	070/916-794	v.Vesje / с.Вешје	Negotino/ Неготино	Vardar/ Вардарски	101
31	Nada Gechevska / Нада Гечевска	070/487-100	Str.Bel Kamen, 20, Kavadarci / Ул. Бел камен бр.20, Кавадарци	Kavadarci/ Кавадарци	Vardar/ Вардарски	101
32	Vanco Svetkov / Ванчо Цветков	072/694-228	v.Timjanik / С.Тимјаник	Negotino/ Неготино	Vardar/ Вардарски	101
33	Mihailo Mitrovski / Михаило	071/291-097	v.Mlado	Staro	Northeast/	101

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
	Митровски		Nagorichane / С.Младо Нагоричане	Nagorichane/ Старо Нагоричане	Североисточен	
34	VARDARSKA DOLINA / ВАРДАРСКА ДОЛИНА ДООЕЛ	070/320-867	Str.Prvomajska, 1-1 / ул. Првوماјска бр.1-1	Valandovo/ Валандово	Southeast/ Југоисточен	101
35	Goran Dojcinov / Горан Дојчинов	070/616-976	Str.Vanco Prke 21 / ул. Ванчо Прке бр.21	Gevgelija/ Гевгелија	Southeast/ Југоисточен	101
36	PRINT B&T / ДРУШТВО ЗА ПРОИЗВОДСТВО, ТРГОВИЈА И УСЛУГИ ПРИНТ Б&Т ДООЕЛ	070-997-824	Str.Goce Delcev, 1/3-12 / Ул. Гоце Делчев 1/3-12	Kochani/ Кочани	East / Источен	302
37	Nadica Gerasimova / Надица Герасимова	078/421-701	Str.Sabije Demir, 1/36 / ул. Сабје Демир бр.1/36, Штип	Probishtip/ Пробиштип	East / Источен	101
38	ZZ ILINDEN / ЗЕМЈОДЕЛСКА ЗАДРУГА ЗА ПРОИЗВОДСТВО, ПРЕРАБОТКА, ТРГОВИЈА, СООБРАЌАЈ И УСЛУГИ „ИЛИНДЕН“ СО ОГРАНИЧЕНА ОДГОВОРНОСТ УВОЗ-ИЗВОЗ С. РАДАЊЕ - КАРБИНЦИ	070/264-673	v.Radanje, Karbinci / С.РАДАЊЕ, КАРБИНЦИ	Karbinci/ Карбинци	East / Источен	101
39	Slobotka Pop Janeva / Слоботка Поп Јанева	070/901-435 032/443-730	Str.Partizanska, 27 / Ул.Партизанска бр.27	Sveti Nikole / Св. Николе	Vardar/ Вардарски	101
40	Ilija Stojimirovik / ИЛИЈА СТОЈИМИРОВИЌ	076/471-443	v.Tremnik / С. ТРЕМНИК	Negotino/ Неготино	Vardar/ Вардарски	101
41	Zlatan Stojchev / Златан Стојчев	075/724-333	Str.Kole Vasilev, 36 / Ул.Коле Василев бр.36	Kavadarci/ Кавадарци	Vardar/ Вардарски	101
42	Peco Kostoski / Пецо Костоски	070/747-823	v.Golem Radobil / с.Голем Радобил	Prilep / Прилеп	Pelagonija/ Пелагониски	101
43	Zoran Avtarovski / ЗОРАН АВТАРОВСКИ	070/207-808	Str.G / УЛ. Ѓ БР. ББ	Mogila / Могила	Pelagonija/ Пелагониски	101
44	Dijana Kamcheva / Дијана Камчева	071/233-395	Str.Naum Vasilevski, 46-3 / ул. Наум Веслиевски бр. 46-3	Resen / Ресен	Pelagonija/ Пелагониски	101
45	Jovche Gajtanovski / Јовче Гајтановски	072/206-778	Str.1, No.4 / ул. 1, бр. 4,	Resen / Ресен	Pelagonija/ Пелагониски	101
46	Nikola Neloski / Никола Нелоски	070/443-547	v.Trebenishta / С. Требеништа	Debarca/ Дебарца	Southwest / Југозападен	101
47	DAAL / ИЗ ДААЛ - Емилија Костовска	075206056	Str.Rilski Kongres, 44 / Рилски конгрес бр. 44 А	Petrovec/ Петровец	Skopje/ Скопски	101

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
48	Lazar Todoroski / Лазар Тодороски	046/281-505 077/842-944	v.Orovnik / с.Оровник	Debarca/ Дебарца	Southwest/ Југозападен	101
49	Ranko Kuzmanoski / Ранко Кузманоски	046/257-804 075/686-299	v.Gorno Lakocheraj / с.Горно Лакочереј, Охрид	Ohrid /Охрид	Southwest/ Југозападен	101
50	Bejamin Beluloski / БЕЈАМИН БЕЛУЛОСКИ	070/503-544	v.Plasnica / С. ПЛАСНИЦА	Plasnica/ Пласница	Southwest/ Југозападен	101
51	AGROTERA / ДПТУ Агротера ДООЕЛ	070333925	Str.M.Pijade, 21 / МОША ПИЈАДЕ БР. 21 КУМАНОВО	Staro Nagorichane/ Старо Нагоричане	Northeast/ Североисточен	101
52	TAURUS / ТАУРУС ФАРМС ДООЕЛ	078/422-161	Str.M.Tito / ул. Маршал Тито 66	Bogdanci/ Богданци	Southeast/ Југоисточен	101
53	Dimitar Punevski / Димитар Пуневски	078/370-206	Str.Goce Delcev, 3 Vladimirovo / Ул.Гоце Делчев бр.3 Владимирово	Berovo / Берово	East / Источен	101
54	Suzana Stojanovska / Сузана Стојановска	071/390-175 070/267-084	Str.50 Divizija, 18 / ул.50та Девизија бр.18	Pehchevo/ Пехчево	East / Источен	101
55	Nada Naskovska / Нада Насковска	076/210-270	Str.Vaska Kalajdziska, 26A / ул. Васка Калајџиска бр.26А	Negotino/ Неготино	Vardar/ Вардарски	101
56	Mirjana Arsova / Мирјана Арсова	078/419-104	Str.Goce Delchev, 73 / ул. Гоце Делчев бр.73	Rosoman/ Росоман	Vardar/ Вардарски	101
57	Dimco Stevanovski / Димчо Стевановски	075/817-342	Str.Vano Tashev, 29 / Ул.Вано Ташев бр.29	Negotino/ Неготино	Vardar/ Вардарски	101
58	Elizabeta Zokova / Елизабета Зокова	072/217-028	v.Resava / С.Ресава	Kavadarci/ Кавадарци	Vardar/ Вардарски	101
59	Genc Sedaliu / Генц Седалиу	70533584	v.Krani / с. Крани	Resen / Ресен	Pelagonija/ Пелагониски	101
60	Venka Manevska / Венка Маневска	075558230	v.Ezerani / с. Езерани	Resen / Ресен	Pelagonija/ Пелагониски	101
61	Nikola Talevski / Никола Талевски	072/271-224	v.Bistrica / с.Бистрица	Bitola / Битола	Pelagonija/ Пелагониски	101
62	PONTIKA / ПОНТИКА ДООЕЛ	070/339-741 047/609-741	v.Lisolaj / с.Лисолај	Bitola / Битола	Pelagonija/ Пелагониски	101
63	LEA-ARONIIA / ЛЕРА-АРОНИЈА УВОЗ-ИЗВОЗ ДООЕЛ	070/208-694	Str.1, Lera / Ул.1,Лера	Bitola / Битола	Pelagonija/ Пелагониски	101
64	Mitko Nikolovski / Митко Николовски	072/308-809	v.Podmochani / С.Подмочани	Resen / Ресен	Pelagonija/ Пелагониски	101
65	Goce Kostovski / Гоце Костовски	075/444-274	Str.Leninova, 33 /	Resen / Ресен	Pelagonija/	101

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
			ул.Ленинова бр.33		Пелагониски	
66	Gulesh Tairi / Ѓулшен Таири	072/538-586	v.Krani / С.Крани	Resen / Ресен	Pelagonija/ Пелагониски	101
67	AGRO LESKA / ДООЕЛ АГРО ЛЕСКА	078/252-775 047/255-893	Str.General V.Karangeleski, 6/2-24, / ул. Генерал Васко Карангелески бр.6/2-24	Mogila / Могила	Pelagonija/ Пелагониски	101
68	Dejan Todoroski / ДЕЈАН ТОДОРОСКИ	078/300-402	Str.Boshko Buha, 18 / \УЛ. БОШКО БУХА БР. 18	Prilep / Прилеп	Pelagonija/ Пелагониски	101
69	Toni Filipovski / ТОНИ ФИЛИПОВСКИ	075/391-111 076/277-101	v.Pokrvnik / С.ПОКРВЕНИК	Resen / Ресен	Pelagonija/ Пелагониски	101
70	Biljana Lazareska / БИЛЈАНА ЛАЗАРЕСКА	078/240-193	Str.K.J.Pitu, 9 / УЛ. КУЗМАН ЈОСИФОВСКИ БР. 9	Resen / Ресен	Pelagonija/ Пелагониски	101
71	Blagoje Necovski / БЛАГОЈЕ НЕЧОВСКИ	071/808-371	v.Carev Dvor / С. ЦАРЕВ ДВОР	Resen / Ресен	Pelagonija/ Пелагониски	101
72	AGROFOOD / ДРУШТВО ЗА ПРОИЗВОДСТВО, ТРГОВИЈА, КОНСАЛТИНГ И ИНЖЕНЕРИНГ НА СВЕЖИ И СУШЕНИ ЗЕМЈОДЕЛСКИ ПРОИЗВОДИ АГРОФООД ДОО	048/401-721	Str.Pane Taleski, 2 / Панеталески, 2	Prilep / Прилеп	Pelagonija/ Пелагониски	302
73	EDINSTVO - 33 ЕДИНСТВО	044/457007	v.Celopek / с.Челопек	Brvenica/ Брвеница	Polog / Полог	101
74	МИК - МЕСНА ИНДУСТРИЈА И КЛАНИЦА СВЕТИ НИКОЛЕ ДОО СВЕТИ НИКОЛЕ	032455412	Str.Industriska, Amzbegovo / ул.Индустриска - Амзабегово	Sveti Nikole / Св. Николе	Vardar/ Вардарски	103
75	MAVROVO J-T - ДПТУ Маврово Ј-Т ДОО увоз-извоз	070 271450	v.Iziste / село Ижиште	Kichevo/ Кичево	Southwest/ Југозападен	103
76	MARJAN-MID / ДПТУ МАРЈАН-МИД ДОО увоз-извоз	070/938-097	Str./, 86 / УЛ./ БР.86	Strumica/ Струмица	Southeast/Југои сточен	101
77	BESTFUD / ДТ БЕСТФУД ТИ ДОО	032 630 230	Str.Industriska / Индустриска, б.б.	Radovich/ Радовиш	Southeast/Југои сточен	103
78	Ajete Sulimanovska / АЈЕТЕ СУЛИМАНОВСКА	070/468-741	v.Buzalkovo / С. БУЗАЛКОВО	Veles / Велес	Vardar/ Вардарски	101
79	Gordana Sileva / ГОРДАНА СИЛЕВА	078/569-152	Str.Goce Delcev, 25 / УЛ.ГОЦЕ ДЕЛЧЕВ БР.25	Caska / Чашка	Vardar/ Вардарски	101
80	Dusanka Sisirkoska / ДУШАНКА СИСИРКОСКА	071/825-621	v.Veselchani / С.ВЕСЕЛЧАНИ	Prilep / Прилеп	Pelagonija/ Пелагониски	101
81	Snezana Mvska / ileСнежана Милевска	071/351-585	Str. 1 / Ул. 1 Бр. ББ	Novaci / Новаци	Pelagonija/ Пелагониски	101

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
82	BELI MOST / БЕЛИ МОСТ ДООЕЛ	070/339-850	Str.Vasil Brkleski / ул. Васил Брклески бр.78	Bitola / Битола	Pelagonija/ Пелагониски	101
83	RUDINE / Трговско друштво за производство и трговија на големо и мало Рудине ММ ДОО увоз-извоз	02 3223461	Str.Lisec, 1 / Ул. Лисец 1	Centar/ ЦЕНТАР	Skopje/ Скопски	103
84	STRUMICKO POLE - АД СТРУМИЧКО ПОЛЕ		v.Vasilevo / С.ВАСИЛЕВО	Vasilevo/ Василево	Southeast/Југоист точен	103
85	Slobodanka Jordanovska / Слободанка Јордановска	072/226-121	Str.Steven Bobevski / ул.Стеван Бобевски бб	Veles / Велес	Vardar/ Вардарски	101
86	Vera Nikoloska / Вера Николоска	076/427-481	v.Dolno Lakoheraj / с. Долно Лакочереј	Ohrid / Охрид	Southwest/ Југозападен	101
87	Frosina Sarafimova / ФРОСИНА САРАФИМОВА	070/509-162	v.Tarinci / С. ТАРИНЦИ	Karbinci/ Карбинци	East / Источен	101
88	Trajanka Gjoshevska / ТРАЈАНКА ЃОШЕВСКА	070/216- 010070/375- 378	Str.Nikola Karev, 3/2-6 / УЛ. НИКОЛА КАРЕВ БР. 3/2-6	Veles / Велес	Vardar/ Вардарски	101
89	Vanco Tripunov / Ванчо Трипунов	071/975-591	Str.Dushan Kirik, 24 / Ул.Душан Кирик бр.24	Rosoma/ Росоман	Vardar/ Вардарски	101
90	AGROS - ИЗ АГРОС - Тодор Младеновски	071/288-710	Str.Ilindenska, 17 / Ул.Илинденска бр.17	Rosoman/ Росоман	Vardar/ Вардарски	101
91	Gorgi Gerasovski / Горги Герасовски	075/489-856	v.Carev Dvor / С.Царев Двор	Resen / Ресен	Pelagonija/ Пелагониски	101
92	Golabovski Kolo / ГОЛАБОВСКИ КОЛО	075597766	v.Bistrica / С. БИСТРИЦА, БИТОЛА	Bitola / Битола	Pelagonija/ Пелагониски	101
93	Biljana Buzlevska / Билјана Бузлевска	070/734-733 047/485-162	v.Jankovec / с.Јанковец	Resen / Ресен	Pelagonija/ Пелагониски	101
94	Marice Saldarovska / МАРИЧЕ ШАЛДАРОВСКА	078/422-902	v.Krani / С. КРАНИ	Resen / Ресен	Pelagonija/ Пелагониски	101
95	Mile Atanasovski / МИЛЕ АТАНАСОВСКИ	075/307-876	Str.Hristo Botev, 49b / УЛ.ХРИСТО БОТЕВ БР.49-В	Bitola / Битола	Pelagonija/ Пелагониски	101
96	OSOGOVO-MILK / ДПТУ МЛЕЧНА ИНДУСТРИЈА ОСОГОВО- МИЛК ДОО	033 356 506	Str.4 Julu, v.Sokolarci / 4-ти Јули б.б., с.Соколарци	Cheshinovo- Obleshevo/ Чешиново- Облешево	East / Источен	103
97	РЕС-КОМДООЕЛ / RES-KOM DOOEL	071/331-841	Ул.Иво Лопа Рибар бр.3/ Ivo Ribar Lola br. 3	Resen	Pelagonija	302
98	КАДИНО ИНДУСТРИ ГРУП ДООЕЛ / KADINO INDUSTRIES	2 258 14 04	УЛ. 10 БР. 43 с. Кадино, / str. 10	Ilinden	Skopje	302

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
	GROUP DOOEL		No. 43 village Kadino			
99	ГАЛЕНИУС ФАРМ ДОО / GALENIUS FARM LTD	070-364-210 070-410-200	Ул. 6 бр.35 Трубарево / str. 6 No. 35 v. Trubarevo	Gazi Baba	Skopje	302
100	АКВА ЛЕНД ДОО / AQUA LAND LTD	071-324-261	с Доленци / v. Dolenci	Demi Hisar	Pelagonija	302
101	АГРО МАХ ДООЕЛ / AGRO MAY DOOEL	075-430-393	ул.Маршал Тито 66 / Str. Marshal Tito b.b. Berovo	Berovo	Istok / East	302
102	ФОРС ПЛУС ДООЕЛ / FORS PLUS DOOEL	034 211 866	Борис Кидрич бб Гевгелија / Boris Kidrich str. B.b. Gevgelija	Gevgelija	Jugo-Istok/ South-East region	302
103	АГРО-ТУР ДОО / AGRO-TOUR DOO	075 357 470	Населено место без уличен систем бр. 43, Дебарца / Settlement without street system no. 43 Debaarca	Debarca	Jugo – Zapad/ South West	302
104	ЈАДРАНКА КОЛЕВСКА / JADRANKA KOLEVSKA	071-324-261	Улица 1 бр. 1 / Str. 1 No. 1 Delcevo	Delcevo	Istok / East	302
105	ШЕ&ФИ КАЉАЈА ДООЕЛ / SHE&FI KALJALJA DOOEL	070-223-968	Населено место без уличен систем, Зајас / Settlement without street system Zajas	Zajas	Zapad / West	302
106	РОЗА КАНИНА ДООЕЛ ПЕТКОВСКИ / ROZA KANINA DOOEL PETKOVSKI	075 39 39 22	Nikola Karev No..55 Resen	Resen	Pelagonija	302
107	СУПЕР ГРУП ДОО / SUPER GROUP DOO	02/2791-279 / 078/442- 816	ул.1 бр.1а, пазарски пат, с. Долно Свиларе / ul.1 str. 1 no.1a, shopping street, village. Dolno Svilare	Kisela Voda	Skopje	302
108	ЃОРГИЕВИ ДООЕЛ / GJORGJIEVI DOOEL	070/477-477	Населено место без уличен систем С. Гавран / Settlement without street system v. Gavran	Radovish	Jugo Isto/ South East	302
109	ИМВ-ИНДУСТРИЈА ЗА МЛЕКО ВЕЛКОВСКИ ДОО / IMV	070/307-504	ул.гоце делчев, с. Кравари / str.	Bitola	Pelagonija	302

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
	INDUSTRY FOR MILK VELKOVSKI DOO		Goce Delcev v. Kravari			
110	ХИТ ДИЗАЈН ДОО / HIT DESIGN DOO	(033)413745	Маршал Тито 164 Делчево / Marshal Tito 164 Delcevo	Delcevo	Istok / East	302
111	МАРИЈА НИКОЛОВСКА / MARIJA NIKOLOVSKA	070/307-504	Населено место без уличен систем, Могила / Settlement without street system Mogila	Mogila	Pelagonija	302
112	ДПТУ ТРНИЦА ДООЕЛ / DPTU TRNICA DOOEL	070/337-910	Населено место без уличен систем, Трница / Settlement without street system Trnica	Mavrovo i Rostushe	Pelagonija	302
113	Евромак – ДООЕЛ / Euromak - DOOEL	076 253 656	ул.Младенска бр.43/2-7 / Mladenska Str. 43 / 2-7	Strumica	Jugolstok/ Soyth West	103
114	Сентис АГ ДООЕЛ / Sentis AG DOOEL	044 488212	с.Џепчиште / Village Dzepchishte	Tetovo	Polog	103
115	ЗТД Сточарство АД / ZTD Stocarstvo AD	070 218142	ул.Маршал Тито бр.66 / Marshal Tito Street 66	Bogdanci	Jugolstok/ Soyth West	103
116	подружница ВИНАРСКА ВИЗБА ПЕЦА / subsidiary VINARY PECA	070 218010	ул.Западен булевар бб / str. Zapaden Bulevar b.b.	Kavadarci	Vardar	103
117	Рудине ММ ДОО / Rudine MM DOO	02 3223461	ул.Лазар Личеноски бр. 66 / Lazar Lichenoski str. bb	Centar	Skopje	103
118	Випро ДООЕЛ / Vipro DOOEL	034 211917	ул.Моински пат бб / Moinski pat bb	Gevgelija	Jugolstok/ Soyth West	103
119	Млекара Мики ДОО / Dairy Miki DOO	048412546	Ладо Лапецот бр. 138 / Lado Lapcot no. 138	Prilep	Pelagonija	103
120	Млекара ДОО Штип / Dairy Stip DOO	32380283	Железничка бб / Zeleznicka b.b.	Shtip	Istok / East	103
121	Јока Дооел / Joka dooel	034-346-101	ул. Индустриска зона север бб / str. Industriska zona sever b.b.	Strumica	Jugo Istok/ Soyth West	103
122	Млечна индустрија ОСОГОВО - Милк ДОО / Dairy Industry Osogovo - Milk DOO	070-276-778	с. Соколарци, Чешиново- Облешево, / s.	Cheshinovo- Obleshevo	Istok / East	103

No/Ред број	Name / Име	Phone no. / Телефон	Address/ Адреса	Municipality/ Општина	Region/ Регион	Mesure /Мерка
			Sokolarci, Cheshinovo- Obleshevo			
123	ФРУКТАНА ДОО / FRUKTANA DOO	032382292 070399211	с. Аргулица, Карбинци /s. Argulica, Karbinci	Shtip	Istok / East	103
124	ГРОЗДАНОВСКИ ДООЕЛ / Grozdanovski DOOEL	031 452 734	УЛ. БОРО СОКОЛОВ БР.22 / Str. BORO SOKOLOV NO.22	Kumanovo	Severoistok / North East	103
125	ДПТ ЛЕЦКЕР ДООЕЛ ЕКСПОРТ ИМПОРТ / DPT LECKER DOOEL	044 368 750; 071 247 901	УЛ. 101 БР. ББ, С.ТРЕБОШ / Str. 101 NO. BB, S. TREBOSH	Zhelino	Polog	103

Rejected applicants of the Programme Interviewed during the evaluation process.

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Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина / Municipality	Регион / Region	Мерка /Measure
1	ДРАГЕ ГРУЕВСКИ / DRAGE GRUEVSKI	078/383-863	КО МОЈНО КП / МОЈНО, КР.	МОГИЛА / MOGILA	Пелагонија / PELAGONIJA	101
2	ЈОВАН АНГЕЛОВСКИ / JOVAN ANGELOVSKI	078/362-522	КО:ПРДЕЈЦИ / PRDEJCI	Гевгелија / GEVGELIJA	Југо-Исток / SOUTH EAST	101
3	СЛАВИЦА БЛАЖЕВСКА / SLAVICA BLAZEVSKA	070/614-640	КО ЕДИНАКОВЦИ КП 160 / EDINAKOVCI, CP 160	Демир Хисар / DEMIR HISAR	Пелагонија / PELAGONIJA	101
4	ГОРАН КОЛЕВ / GORAN KOLEV	070/989-513	КО:ЕДНОКУКЕВО КП:1214, 148, 1197, 1211 / EDNOKUKEVO CP:1214, 148, 1197, 1211	Босилово/ BOSILOVO	Југо-Исток/ SOUTH EAST	101
5	ФИДАНКА АНДОНОВА / FIDANKA ANDONOVA	072/659-536	КО:ЕДНОКУКЕВО КП:1395, 463, 512, 1039, 167, 413 / EDNOKUKEVO CP:1395, 463, 512, 1039, 167, 413	Босилово/ BOSILOVO	Југо-Исток/ SOUTH EAST	101
6	Пелагонија / PELAGONIJA АД / PELAGONIJA AD	047/243-612	КО:ЛОГОВАРДИ КП:40/3 / LOGOVARDI CP:40/3	БИТОЛА/ BITOLA	Пелагонија/ PELAGONIJA	101
7	Јоше Трајкоски / JOSE TRAJKOSKI	075/677-605	КО:КРУШЕВИЦА КП:1433 / KRUSEVICA CP:1433	ПРИЛЕП/ PRILEP	Пелагонија/ PELAGONIJA	101
8	МИТКО СМУГРЕСКИ / MITKO SMUGRESKI	078/314-363	КО ПАШИНО РУВЦИ КП 142 / PASINO RUVCI CP 142	Кривогаштан и /KRIVOGASH TANI	Пелагонија/ PELAGONIJA	101
9	ДИМЧЕ ЛИКОСКИ / DIMCE LIKOSKI	070/626-732	КО:ВОЃАНИ КП:118/342 / VOGANI CP:118/342	Кривогаштан и /KRIVOGASH TANI	Пелагонија/ PELAGONIJA	101

Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина / Municipality	Регион / Region	Мерка /Measure
10	ОРДЕ МИТРЕСКИ / ORDE MITRESKI	075/727-545	КО:КАДИНО СЕЛО КП:215, 176, 177 / KADINO SELO CP:215, 176, 177	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101
11	Кирил Шукулоски / KIRIL SUKULOSKI	071/206-464	КО БЕЛА ЦРКВА КП 362 / КО БЕЛА ЦРКВА CP 362	Кривогаштан и /KRIVOGASH TANI	Пелагонија / PELAGONIJA	101
12	ДЗСПУ АГРО ЧАЛТОН ДООЕЛ / AGRO CHALTON	071/222-549	КО:ТРН КП:191, 145 / TRN CP:191, 145	БИТОЛА / BITOLA	Пелагонија / PELAGONIJA	101
13	ЗАГОРКА МИЦКОСКА / ZAGORKA MICKOSKA	071/381-146	КО:ЗАГОРАНИ КП:12/1 / ZAGORANI CP:12/1	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101
14	ЗОРАН ПЕЈКОВСКИ / ZORAN PEJKOVSKI	075/683-002	КО СОПОТНИЦА КП 3599, 3600, 4905, 2352, 2773 / SOPOTNICA CP 3599, 3600, 4905, 2352, 2773	Демир Хисар / DEMIR HISAR	Пелагонија / PELAGONIJA	101
15	РАДА ДИМИТРИЈЕВСКА / RADA DIMITRIJESKA	072/585-437	С.ДОЛНО ОРИЗАРИ / V. DOLNO ORIZARI	БИТОЛА / BITOLA	Пелагонија / PELAGONIJA	101
16	РАДЕ СТОЈАНОВ / RADE STOJNOV	072/536-919	КО ТРСИНО КП 2758, 4221 / TRSINO CP 2758, 4221	Виница /VINICA	Исток / EAST	101
17	ТОНИ ЃУРОВСКИ / TONI GUROVSKI	075/462-249	КО:ЦРНОБУКИ КП:2566, 2652, 2653, 3308, 2612, 2613, 3246, 3299 / CRNOBUKI CP:2566, 2652, 2653, 3308, 2612, 2613, 3246, 3299	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
18	ИЗ НИКО АГРАР ИГОРЧО МИТКО АНГЕЛОВ / НИКО AGRAR	071234788	КО:ГРДОВЦИ КП:3342, 197/2, 2447/2, 359/2 / GRDOVCI CP:3342, 197/2, 2447/2, 359/2	Кочани /KOCHANI	Исток / EAST	101
19	БО - ДИ КОМЕРЦ ДООЕЛ / BO-DI KOMERC		С. ПОДИНО / V. PODINO	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101

Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина / Municipality	Регион / Region	Мерка /Measure
20	ИЗ БЕЏЕТ-БАРИЈЕ ИСЛАМОСКА / BEDZET- BARIJE ISLAMOSKA	072/522-844 075/930-148	КО:КАНАТЛАРЦИ КП:2721 / KANATLARCI СР:2721	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101
21	ГАЗМЕНД МУАРЕМИ / GAZMENT MUAREMI	072/246-651	КО ДОЛНО ПАЛЧИШТЕ КП 1384, 1481, 1514, 1515, 1516 / DOLNO PALCHISHTЕ СР 1384, 1481, 1514, 1515, 1516	Боговиње /BOGOVINJE	Полог / POLOG	101
22	Друштво за земјоделе, сточарство и промет БЕЛОМОРЈЕ - АГРО - ГРУП увоз - извоз ДООЕЛ / BELOMORJE AGRO- GROUP	070/219-508	КО ВРБЈАНИ / VRBJANI СР 2050/1 КП 2050/1	Кривогаштан и /KRIVOGASH TANI	Пелагонија / PELAGONIJA	101
23	ГОЦЕ РАЈЧИНОСКИ / GOCE RAJCHINOSKI	070/755-861	КО БЕЛА ЦРКВА, КО ПАШИНО РУВЦИ КП 444, 1183, 1601, 1602 / BELA CRKVA & PASHINO RUVCI СР 444, 1183, 1601, 1602	Кривогаштан и /KRIVOGASH TANI	Пелагонија / PELAGONIJA	101
24	ДООЕЛ СЕКУЛОСКИ 2008 / SEKULOSKI 2008	078/370-520	КО:ВРБЈАНИ КП:2022/1 ДЕЛ / VRBJANI СР:2022/1 ДЕЛ	Кривогаштан и /KRIVOGASH TANI	Пелагонија / PELAGONIJA	101
25	СЛАВЕ ПЕТРОВСКИ / SLAVE PETROVSKI	075/937-437	КО ТРНОВЦИ КП 3024, 1163, 1379, 2237 / TRNOVCI СР 3024, 1163, 1379, 2237	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
26	ИГОР НАЈДОСКИ / IGOR NAJDOSKI	070/741-508	КО:БОРОТИНО КП:151, 572/1, 572/2, 731 / BOROTINO СР:151, 572/1, 572/2, 731	Кривогаштан и /KRIVOGASH TANI	Пелагонија / PELAGONIJA	101

Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина / Municipality	Регион / Region	Мерка /Measure
27	ЗОРАН ПРЕСИЛСКИ / ZORAN PRESISKI	076/587-001, 071/456-623	КО МОГИЛА КП 2132/1, 4221/1, 4129/2 / MOGILA CP 2132/1, 4221/1, 4129/2	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
28	ГОРАН ПАРМАЧКИ / GORAN PARMACHKI	075/327-454	КО:МАЧЕВО, БУДИНАРЦИ КП:801/A, 802/A, 1774/A, 1775/A / МАЧЕВО, BUDINARCI CP:801/A, 802/A, 1774/A, 1775/A	БЕРОВО /BEROVO	Исток / EAST	101
29	СУЛЕЈМАН САЛИЈИ / SULEJMAN SALIJI	070/945-357	КО:БАЊИЦА КП:229, 286 / BANJICA CP:229, 286	Гостивар /GOSTIVAR	Полог / POLOG	101
30	ГОРДАНА СТАЈКОВСКА / GORDANA STAJKOVSKA	070/603-351	КО ДВОРИШТЕ КП 3936, 4003, 4591, 4784	БЕРОВО /BEROVO	Исток / EAST	101
31	ХАЛИЛ ФЕТАИ / HALIL FETAI	072/561-888	КО:Неготино КП:311 / NEGOTINO CP:311	ВРАПЧИШТЕ /VRAPCISHT E	Полог / POLOG	101
32	ЈАСМИНКА ПЕТРЕСКА / JASMINKA PETRESKA	075/275-000	КО СЛАДУЕВО КП 261, 300, 313 / SLADUEVO CP 261, 300, 313	Демир Хисар / DEMIR HISAR	Пелагонија / PELAGONIJA	101
33	ТРАЈАН БУКАЛЕВСКИ / TRAJAN BUKLEVSKI	078/296-047	КО:МОГИЛА / MOGILA CP:4146/67 КП:4146/67	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
34	ИЗ ФУЛИЈА ЏАФЕР ЈУСУФОВСКИ / FULIJA DZAFER JUSUFOSKI	070/596-349	КО КАНАТЛАРЦИ КП 1088 / KANATLARC I CP 1088	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101
35	ИЛЧЕ АВРАМОВСКИ / ILCE AVRAMOVSKI	075/227-685	КО:ДОЛНО СРПЦИ КП:2076, 2477 / DOLNO SRPCI CP:2076, 2477	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
36	ГОРАНЧО КОТЕСКИ / GORANCO KOTESKI	078/300-488	КО БЕЛА ЦРКВА КП 1154 / BELA CRKVA	Кривогаштан и /KRIVOGASH	Пелагонија / PELAGONIJA	101

Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина / Municipality	Регион / Region	Мерка /Measure
			CP 1154	TANI		
37	ПЕЦО КУЗМАНОВСКИ / PECO KUZMANOVSKI	075/883-283	КО: ДРАГАРИНО КП:196, 44 / DRAGARINO CP:196, 44	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
38	ПЕЦО ШУРБЕВСКИ / PECO SHURBEVSKI	071/235-401	КО:Новаци КП:744, 1664/2 / NOVACI CP:744, 1664/2	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
39	ГОРДАНА ЈАНЕВСКА / GORDANA JANEVSKA	070/904-627	КО ТРАП КП 159/2, 172 / TRAP CP 159/2, 172	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
40	БОРИС ИЛИЈОВСКИ / BORIS ILIJOVSKI	075/794-218	КО:ЖВАН КП:202, 205, 268, 671, 1372, 2488, 1779, 1786 / ZVAN CP:202, 205, 268, 671, 1372, 2488, 1779, 1786	Демир Хисар /DEMIR HISAR	Пелагонија / PELAGONIJA	101
41	НИКОЛИНА ПРЕСИЛСКА / NIKOLINA PRESLSKA	070/822-871	КО:ТРН, КАРАМАНИ / TRN KARAMANI КП/CP:695, 290	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
42	Златко Котевски / ZORAN KOTEVSKI	076/428-999	КО Новаци / NOVACI КП / CP 14	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
43	МИСИТО ТОНИ ДООЕЛ / MISITO	070/207-084	КО:ЦРНОБУКИ / CRNOBUKI КП / CP:2238, 2669/1, 2669/2	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
44	ПЕЦО МАРКОВСКИ / PECO MARKOVSKI	078/435-940	КО ТРН / TRN	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
45	ИЗ НИ - КИ ДИМИТРИ ДРАГИ ПЕТКОВСКИ	070/547-092	КО ЖИВОЈНО / ZIVOJNO КП / CP 1171, 1712	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
46	ЗЛАТКО ТОДОРОВ / ZLATKO TODOROV	047/282-747	КО ЛОГОВАРДИ / LOGOVARDI КП / CP 521, 1337	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
47	ВАСКО ПАЧОВСКИ / VASKO PACHOVSKI	070/827-968	КО КРКЛИНО / KRKLINO КП / CP 1182, 978, 979	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101

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48	ЖАРКО ТАРАШОВСКИ / ZARKO TARASHOVSKI	075/307-278	КО:ЛОЗНАНИ / LOZNANI КП / СР: 592	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
49	МИЛЕ ТАЕСКИ / MILE TASESKI	078/301-814	КО Кривогаштани / KRIVOGASHTANI КП / СР	Крушево / RUSHEVO	Пелагонија / PELAGONIJA	101
50	ИЗ ДАМ ЖИВКО ПЕТРОВСКИ / ZIVKO PETROVSKI	070/207-592	КО ЖИВОЈНО / ZIVOJNO КП / СР 1974, 1967, 2813, 2810, 2814, 2815, 2821	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
51	ЉУПЧО АНГЕЛОВ / LJUPCHO ANGELOV	078/249-298	КО:ГРДОВЦИ КП:2972, 2973, 2974, 3005, 3035, 3094	Кочани /KOCHANI	Исток / EAST	101
52	СЛОБОДАН МИЛОСАВЉЕВСКИ / SLOBODAN MILOSAVLJEVSKI	070/712-792	КО:ИВАНКОВЦИ / IVANKOVCI КП / СР:1106	Велес /VELES	Вардар / VARDAR	101
53	ЕРДИНЧ ШАБАНОВ / ERDICH SHABANOV	075/871-668, 071/531-151	КО КАРАСЛАРИ / KARASLARI КП / СР 646/7	Лозово /LOZOVO	Вардар / VARDAR	101
54	ТОМЕ ТРПКОВСКИ / TOME TRPKOVSKI		КО КАРАМАНИ / KARAMANI КП / СР 1240	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
55	ДПТУ АГРОЦЕНТАР / CENTAR ДОО Кочани / KOCHANI / AGROCENTAR	033/277-277	КО:ТЕРАНЦИ / TERANCI КП / СР:382/2, 385	Чешиново-Облешево	Исток / EAST	101
56	ДИМЧЕ ЧЕРГОВСКИ / DIMCHE CERGOVSKI		КО МОГИЛА / MOGILA, КО КУКУРЕЧАНИ / KUKURECHANI КП / СР 1952, 1713, 1989, 3612	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
57	СТЕВКА СЕКУЛОВСКА / STEVKA SEKULOVSKA	075/336-695	КО:НОШПАЛ / NOSH PAL КП / СР:329, 363, 361	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
58	ДООЕЛ АГРО-ТОШО / AGRO	076/403-894	КО:ТРН / TRN КП / СР:162/1, 315, 567	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
59	АЛЕКСАНДАР СТАНКОВСКИ /	072/697-466	КО:ПРИЛЕП / PRILEP	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101

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	ALEKSANDAR STANKOSKI		КП / СР:3537, 3538			
60	НИКОЛЧЕ ШОБЕВСКИ / NIKOLCHE SHOBEVSKI	072/219-036 047/286-070	КО:КУКУРЕЧАНИ / KUKURECHANI КП / СР:1770, 3025	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
61	БОГЕ ЛОЗАНОВСКИ / BOGE LOZANOVSKI	070/286-380	КО ТРНОВЦИ / TRNOVCI КП / СР 1434, 1212	МОГИЛА /MOGILA	Пелагонија / PELAGONIJA	101
62	ВЛАДЕ ЈУНТОВСКИ / VLADE JUNTOVSKI	070/237-861 078/237-861	КО БИТОЛА / BITOLA КП / СР 25	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
63	ВИДАН ЛАВЧАНСКИ / VIDAN LAVCANSKI	078/286-045	КО:ЦРНОБУКИ / CRNOBUKI КП / СР:2167, 2213/2, 2163, 3196/1, 3196/2, 3078/1, 3078/2, 2159/4, 2159/2, 2832/1, 2832/2, 2992, 2776, 2771	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
64	ТАТЈАНА ШЕРОВСКА / TATJANA SHEOVSKA	071/222-087	КО:ЦРНОБУКИ / CRNOBUKI КП / СР:3085, 2321/2, 3295/2	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
65	ДАЈАНА НИКОЛОВА / DAJANA NIKOLOVA	078/344-064	КО КРИВИ ДОЛ / KRIVI DOL КП / СР 415/1	Велес /VELES	Вардар / VARDAR	101
66	ГОРДАНА ТРЕНКОСКА / GORDANA TRENKOSKA	076/213-215	КО КРКЛИНО и Д. ОРИЗАРИ / KRKLINO & D.ORIZARI КП / СР 24, 25/1, 657	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
67	ДЗСПТУ АГРО ДАР ДООЕЛ / AGRP DAR	071/351-585	КО ГНЕОТИНО / G.NEGOTINO КП / СР 1115	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
68	СТРЕБРЕ ЈОВАНОВСКИ / STREBRE JOVANOVSKI	077/681-582	КО ТРНОВЦИ / TRNOVCI КП / СР 3023, 1152	МОГИЛА / MOGILA	Пелагонија / PELAGONIJA	101
69	АЈДИН АЛИЛОВСКИ / AJDIN ALILOVSKI	047/288-018	КО ДОЛЕНЦИ / DOLENCI КП / СР	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101

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70	ДЗСПУТ АНДРЕЈ ФАРМ ДООЕЛ / ANDREJ FARM	075/253-956	КО ГЕРМИЈАН / GERMIJAN КП / CP 391, 1032	Новаци /NOVACI	Пелагонија / PELAGONIJA	101
71	Слога 88 ДОО / SLOGA 88	032 632655	ул.Стив Наумов / STR. S.NAUMOV, бр / No.22	ПРИЛЕП /PRILEP	Пелагонија / PELAGONIJA	101
72	Унистар Трејд ДООЕЛ / UNISTAR TRADE	043 212633	Скопски пат бб / SKOPSKI PAT	РЕСЕН /RESEN	Пелагонија / PELAGONIJA	101
73	Темпо Паса ИП ДООЕЛ TEMPO PASA	034 212666	ул.Борис Кидрич бб / Str BORIS KIDRIC	РЕСЕН /RESEN	Пелагонија / PELAGONIJA	101
74	Даниво ДООЕЛ / DANIVO	075 421875	с.Спанчево /V.SPANCHEVO	РЕСЕН /RESEN	Пелагонија / PELAGONIJA	101
75	ДЗППУ ДРА - ГО Гоце Дооел - подружница ДРА - ГО погон за овошје за зеленчук / DRA-GO	075-312-800	Населено место без уличен систем, с. Карбуница, Вранештица / V.KARBUNICA, VRANESHNICA	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
76	Слога 88 ДОО / SLOGA 88	032632655 032630555 Sloga88@o n.net.mk	ул.Стив Наумов / STR. S.NAUMOV, бр / No.22	РЕСЕН /RESEN	Пелагонија / PELAGONIJA	101
77	ДЗППТУ ЕКОСТО ДОО / EKOSTO	076-421-992 075-478-449 ekosto@t- home.com. mk	ул. Маршал Тито бб с. Стојаково / STR. M.TITO, V.STOJAKOVO	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
78	ВИНАРСКА ВИЗБА ПОВАРДАРИЕ, АКЦИОНЕРСКО ДРУШТВО Неготино / NEGOTINO / POVARDARIE	072 218235	УЛ. ИНДУСТРИСКА ББ / STR.INDUSTRISKA	БИТОЛА /BITOLA	Пелагонија / PELAGONIJA	101
79	Винарија Аневски / ANTEVSKI	32392925	ул.Железничка бр.39 / STR.ZELEZNICKA, 39	РЕСЕН /RESEN	Пелагонија / PELAGONIJA	101
80	ДППУ Винарија Попов ДООЕЛ / РОРОВ	043 444116	с.Сопот / V.SOPOT	Кавадарци /KAVADARCI	Вардар / VARDAR	101
81	ДПТУ Визба Валандово / VALANDOVO ДООЕЛ / VIZBA VALANDOVO	034 383880	ул.Никола Карев бр.6 / STR. NIKOLA KAREV, 6	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101

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82	Звонко Јованов / ZVONKO JOVANOV	070 592366	ул.Орце Николов / STR.ORCE NIKOLOV	Кавадарци /KAVADARCI	Вардар / VARDAR	101
83	ЃМ Компани ДООЕЛ / GM COMPANY		ул.Ташко Караџа бр.12/3-21 / STR.TASKO KARADZA, 12/3-21	ЦЕНТАР /CENTAR	Скопје / SKOPJE	101
84	Јованка Митрева / JOVANKA MITREVA	076 406443	ул.16ти јуни 42 / STR.16 JUNI, 42	Кавадарци /KAVADARCI	Вардар / VARDAR	101
85	Димитриев Илија	3162 801	ул.Народен фронт бр7/5 / STR.N.FRONT, 7/5	ЦЕНТАР /CENTAR	Југо-Исток / SOUTH EAST	101
86	Друштво за производство ,трговија, и услуги ЛОЗАРСТВО ДОО увоз-извоз / LOZARSTVO	070 336679	с.Таринци / V.TARINCI	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101
87	ИЗ АЛЕН Ацо Милковски / ALEN ACO MILKOVSKI	078 442352	ул.Велко Влаховиќ бр.202 / STR. V.VLAHOVIC, 202	Свети Николе /SVETI NIKOLE	Исток / EAST	101
88	Друштво за земјоделие и услуги Боки-Змај ДООЕЛ експорт-импорт / BOKI-ZMAJ	075 203401	ул.Партизанска бр.36 / STR.PARTIZANSK A, 36	Велес /VELES	Вардар / VARDAR	101
89	Тони Темов / TONI TEMOV	070 218901	ул.Мирче Ацев бр.11 / STR.MIRCE ACEV, 11	Кавадарци /KAVADARCI	Вардар / VARDAR	101
90	Павлина Тодевска	070 555285	ул.Питу Гули 29 / STR.PITU GULI, 29	Свети Николе /SVETI NIKOLE	Вардар / VARDAR	101
91	ДПТУ Поледелство ДОО / POLJODELSTVO	070 441059	с.Таринци / V.TARINCI	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101
92	Василије Темов / VASILIE TEMOV	070 394227	ул.Мито Хаџивасилев Јасмин бр.70 / STR.M.V.JASMIN, 70	Кавадарци /KAVADARCI	Вардар / VARDAR	101
93	Никола Јованов / NIKOLA JOVANOV	076 424105	с.Дедино / V.DEDINO	Конче /KONCHE	Југо-Исток / SOUTH EAST	101

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94	Земјоделска задруга за производство, преработка, трговија, сообраќај и услуги „Илинден / ILINDEN“ со ограничена одговорност увоз-извоз С. Радање - Карбинци / KARBINCI / KARBINCI / ILINDEN	032300690 070264673 075600604 llco_b@yahoo.com	с. Радање / V.RADANJE	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101
95	ДЗУПТУ РОЈАЛ-08 ДООЕЛ Свети Николе / SVETI NIKOLE / ROJAL-08	070210695 032440126	Питу Гули бр. 43 / STR.PITU GULI, 43	Свети Николе /SVETI NIKOLE	Вардар / VARDAR	101
96	ДЗТУ АГРО-БОШ ДООЕЛ експорт-иморт / AGRO-BOSH	072255914 070718690 043227914	с. Иванковци / V.IVANKOVCI	Велес /VELES	Вардар / VARDAR	101
97	Земјоделска задруга за производство, преработка, трговија, сообраќај и услуги „ОВОШТАР“ со ограничена одговорност увоз-извоз С. Аргулица - Карбинци / KARBINCI / KARBINCI / OVOSHTAR	032300080 032300070 070257127 bojance@fruktana.com	с. Аргулица / V.ARGULICA	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101
98	ЗЕМ ПРОИЗВОД ДООЕЛ / ZEM PROIZVOD	070 210928	с.Долни Балван / V.D.BALVAN	Карбинци /KARBINCI /KARBINCI	Исток / EAST	101
99	ДПТУ АГРО ПАНДА ДООЕЛ / AGRO PANDA	75431961	с. Преод / V.PREOD, Свети Николе / SVETI NIKOLE	Свети Николе /SVETI NIKOLE	Вардар/ VARDAR	101
100	МИТКО ЈАНЧЕВ / MITKO JANCEV	070/218-595	Кавадарци / KAVADARCI	Кавадарци /KAVADARCI	Вардар/ VARDAR	101
101	ИЗ АГРОБРЕНД АЦО КИРО СТОИЛКОВ / AGROBREND ACO K.STOILOV		НОВО СЕЛО / NOVO SELO	НОВО СЕЛО /NOVO SELO	Југо-Исток/ SOUTH EAST	101
102	ЈАНИНКА ЧУПАРКОСКА / JADRANKA CHUPARKOSKA		Кавадарци / KAVADARCI	Кавадарци / KAVADARCI	Вардар/ VARDAR	101

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103	ДРУШТВО ЗА ЗЕМЈОДЕЛСТВО,ТРГОВИЈА И УСЛУГИ АГРОФУТ - ЕНП ДОО УВОЗ - ИЗВОЗ СТРУМИЦА / AGROFUT-ENP		Радовиш / RADOVISH	Радовиш /RADOVISH	Југо-Исток/ SOUTH EAST	101
104	Зоран Димов / ZORAN DIMOV		Свети Николе / SVETI NIKOLE	Свети Николе /SVETI NIKOLE	Вардар/ VARDAR	101
105	ДЗТУ АГРОФРУТ-ЕНП ДОО Струмица / AGROFUT-ENP		Радовиш / RADOVISH	Радовиш /RADOVISH	Југо-Исток/ SOUTH EAST	101
106	Татјана Колева / TATJANA KOLEVA	078/661-751 032/441-038	Свети Николе / SVETI NIKOLE	Свети Николе /SVETI NIKOLE	Вардар/ VARDAR	101
107	Ѓорѓи Димов / GORGI DIMOV	076/618-945	КО:Сирково / SIRKOVO КП / СР: 257/2, 2559/1, 2574/1, 443, 2961/1	Демир Капија /DEMIR KAPIJA	Вардар / VARDAR	101
108	МИТКО ЈАНЧЕВ / MITKO JANCEV	070/218-595	Кавадарци / KAVADARCI	Кавадарци/ KAVADARCI	Вардар / VARDAR	101
109	ЈАНИНКА ЧУПАРКОСКА / JADRANKA CHUPARKOSKA		Кавадарци / KAVADARCI	Кавадарци / KAVADARCI	Вардар / VARDAR	101
110	СЛОБОДАН ЈОВАНОВ / SLOBODAN JOVANOV	070/324-447	КО ДРЕН / DREN КП / СР 458, 443	Демир Капија /DEMIR KAPIJA	Вардар/ VARDAR	101
111	Злате Стаменов / ZLATE STAMENOV	075/601-615	КО НЕГОТИНИ, КО ТИМЈАНИК / NEGOTIN & ТИМЈАНИК КП / СР 1252, 60/1, 60/2, 57/2	Неготино/ NEGOTINO	Вардар/ VARDAR	101
112	ГОЦЕ МИЛОШЕВ / GOCE MILOSHEV	072/250-354	КО СИРКОВО / SIRKOVO КП / СР 2742,2519,1096/1,2 380/2	Росоман/ ROSOMAN	Вардар/ VARDAR	101
113	АНДРЕЈ ЏОЛЕВ / ANDREJ DZOLEV	070/218-565	КО:КУРИЈА / KURIJA	Неготино/ NEGOTINO	Вардар/ VARDAR	101

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			КП / СР:1591/3			
114	ДПТУ ЕВРО МАРКОВ ДООЕЛ / EVRO MARKOV	071/454-342	КО ВИДОВИШТЕ / VIDOVIShte КП / СР 1330	Зрновци/ ZRNOVCI	Исток / EAST	101
115	ДПТУ ВИТОРИЈА ФРУИТ ДООЕЛ / VITORIJA FRUIT	070 477 477 02/3250-783	КО ПРДЕЈЦИ / PRDEJCI КП / СР 594,636/6,701/4,63 6/3, 703/3,688/6	Гевгелија/ GEVGELIJA	Југо-Исток/ SOUTH EAST	101
116	ЗЛАТКО КИТЕВ / ZLATKO KITEV	070/218-024	КО ШИВЕЦ, КО ВОЗАРЦИ / SHIVEC & VOZARCI КП / СР 1130, 164, 171	Кавадарци/ KAVADARCI	Вардар/ VARDAR	101
117	ЛЕФТЕРИЈА ТАСЕВСКА / LEFTERIJA TASEVSKA	076/885-886	КО ЦРНОБУКИ / CRNOBUKI КП / СР 1626, 424, 425	БИТОЛА/ BITOLA	Пелагонија/ PELAGONIJA	101
118	ДРАГАН ЦВЕТКОВ / DRAGAN CVETKOV	070/615-844	КО ДОЛНИ ДИСАН / DOLNI DISAN КП / СР 660,661/1,661/4	Неготино/ NEGOTINO	Вардар/ VARDAR	101
119	ДРАГАН ЦВЕТКОВ / DRAGAN CVETKOV	070/615-844	КО ДОЛНИ ДИСАН / DOLNI DISAN КП / СР 660,661/1,661/4	Неготино/ NEGOTINO	Вардар/ VARDAR	101
120	ДПТУ МИЛАНОВИЌ ДООЕЛ, ШТИП / MILANOVIK	078/380-589 070/210-984	КО:Карбинци / KARBINCI КП /СР:2303	Карбинци/ KARBINCI/ KARBINCI	Исток / EAST	101
121	Мегди Асановски / MEGDI ASANOVSKI	070/423-278, 047/489-140	КО КОЗЈАК / KOZJAK КП / СР 24	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
122	ТРАЈАНА ПЕТРОВА / TRAJNA PETROVA	071/574-088	КО:СОПОТ / SOROT КП / СР:1880	Кавадарци/ KAVADARCI	Вардар/ VARDAR	101
123	ТАЊА СТОЈАНОСКА / TANJA STOJANOSKA	072/259-007	КО ПОЛИКУРА / PALIKURA КП / СР 1088/1, 1089, 1084/1	Росоман/ ROSOMAN	Вардар/ VARDAR	101
124	ЉИЉА НАНЧОВСКА / LJILJA NANCHOVSKA	071/225-070	КО:СОПОТСКО / SOROTSKO	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101

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			КП / СР:1570, 1777			
125	АМДИЕ АЉУШ / AMDIE ALJUSH	071/225-822	КО:БЕЛА ЦРКВА / BELA CRKVA, РЕСЕН / RESEN КП / СР:98, 3106/1	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
126	ЈАДРАНКА СОКОЛОВА / JADRANKA SOKOLOVA	078/251-538	КО ВИНИЧАНИ / VINICHANI КП / СР 1290	Градско/ GRADSKO	Вардар/ VARDAR	101
127	СУЗАНА ГЕОРГИЕВСКА / SUZANA GEORGIEVSKA	072/217-669	КО:ГОРНО ДУПЕНИ, ЕВЛА / GORNO DUPENI, EVLA КП / СР:513/1, 367/1, 2253, 1902	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
128	Марија Велковиќ / MARIJA VELKOVIK	071/229-766	КО:ПЕПЕЛИШТЕ / PEPLISHTE КП / СР:1949/2	Неготино/ NEGOTINO	Вардар/ VARDAR	101
129	ЉУБИЦА ШИКАЛЕВСКА / LJUBICA SHIKALEVSKA	071/732-525	КО:СОПОТСКО / SOPOTSKO КП / СР:300/0, 2210/0, 976/0, 977/0, 297/0	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
130	ДПЗПТУ ПРИРОДНА ОРГАНСКА ХРАНА / PRIRODNA ORGANSKA HRANA	02 3172-763	КО:СИРКОВО / SIRKOVO КП / СР:3385	Кавадарци/ KAVADARCI	Вардар/ VARDAR	101
131	СНЕЖАНА БОРИСОВА / SNEZANA BORISOVA	043/419-803	КО:ШАМАЦИ / SHAMACI КП / СР:8616, 8777	Кавадарци/ KAVADARCI	Вардар/ VARDAR	101
132	СОЊА ЈАНЧЕВА / SONJA JANCEVA	070/376-634	КО ДОЛНИ ДИСАН, КО ТИМЈАНИК / D.DISAN & ТИМЈАНИК КП / СР 104/2, 604/3	Неготино/ NEGOTINO	Вардар/ VARDAR	101
133	Татјана Колева / TATJANA KOLEVA	078/661-751 032/441-038	Свети Николе / SVETI NIKOLE	Свети Николе /SVETI NIKOLE	Вардар/ VARDAR	101
134	ИЗ ДАНА ПЕТКОВСКА / DANA PETKOVA	070/636-406	КО ЛАВЦИ / LAVCI КП / СР 767, 771, 1015	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101

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135	ИЗ ВИОЛЕТА ГЕЛМАНОВСКА / VIOLETA GELMANOVSKA	071/225-382	КО ЦАРЕВ ДВОР / CAREV DVOR КП / СР 91	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
136	ДАНИЦА СТОЈАНОВСКА / DANICA STOJANOVSKA	078/269-203	КО ЕЗЕРАНИ, КО ЦАРЕВ ДВОР, КО ДОЛНА БЕЛА ЦРКВА / EZERANI & D.BELA CRKVA КП / СР 289, 290, 453 1794, 406/1, 406/2	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
137	Благица Јованоска / BLAGICA JOVANOSKA	046/281-231, 070/249-695	с.Требеништа / V.TREBENISHTA	Дебарца/ DEBARCA	Југо-запад/ SOUTH WEST	101
138	НЕРМИН ШУКРИУ / NERMIN SHUKRIU	070/342157	КО: ГРНЧАРИ / GRNCHARI КП / СР : 1441, 1444, 1584	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
139	Зика Реџеџи / ZIKA REDZEPI	075/453-400	КО: ДОЛНА БЕЛА ЦРКВА / D.BELA CRKVA КП / СР : 685	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
140	ТДПТУ ЈАНГЦЕ увоз-извоз Охрид / OHRID ДОО / JANGCE	076/477-188	КО ЛЉУБАНИШТА / LJUBANISHTA КП / СР 1016/1	Охрид/ OHRID	Југо-запад/ SOUTH WEST	101
141	ЛИЉЈАНА СПАСЕВСКА / LILJANA SPASEVSKA	070/249-149	КО ВОЛИНО / VOLINO КП / СР 606,345/1	Дебарца/ DEBARCA	Југо-запад/ SOUTH WEST	101
142	Радмила Цоцеска / RADMILA COCESKA	075/476-052	КО Долно Лакочереј к.п.765 / D.LAKOCHERAJ СР 765	Охрид/ OHRID	Југо-запад/ SOUTH WEST	101
143	Сандра Трајкоска / SANDRA TRAJKOSKA	078/341-418	КО Долно Лакочереј / D.LAKOCHERAJ к.п. / СР 257/2,256/2,257/2	Охрид/ OHRID	Југо-запад/ SOUTH WEST	101
144	МЕДЕТ МУРАТИ / MEDET MURATI	070212510	К.О. ГРНЧАРИ / GRNCHARI, К.П. / СР 1812/2	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
145	Даница Целакоска / DANICA CELAKOSKA	071/860-882	КО: МЕШЕИШТА / MESHEISHTA КП / СР : 4595/1,	Дебарца/ DEBARCA	Југо-запад/ SOUTH WEST	101

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			4933/2, 4471/1, 4933/1			
146	АЈЉА ЗЕЈНЕЛОВСКА / AJLJA ZEJNELOVSKA	078/261- 172	КО: ЦАРЕВ ДВОР / CAREV DVOR КП / СР : 1243/2, 932	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
147	Милица Петкова / MILICA PETKOVA	070/211- 575, 077/500- 501	КО Ранковци / RANKOVCI КП / СР 3178	РАНКОВЦЕ/ RANKOVCE	Северо-Исток/ NORTH EAST	101
148	Џејљан Усеиновска / DZELJAN USEINOVSKA	070/684- 172	КО РЕСЕН / RESEN к.п. / СР 6076/1,4379/1,6077 1,4572,4588,4630/3 ,4413,4578/2	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
149	Иса Асани / ISA ASANI	071/764- 526	РЕСЕН / RESEN к.п. / СР 2344	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
150	Ленче Бузлевска / LENCE BUZLEVSKA	078/451- 153	КО Евла / EVLA	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
151	Соња Маринчевска / SONJA MARINCEVSKA	071/269- 088	Перово / PEROVO, к.п. / СР 1762,1762,1874,20 58	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
152	Виолета Косевска / VIOLETA KOSEVSKA	072/215- 543	Сопотско / SOPOTSKO, к.п. / СР 1913,1961,1981	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
153	БРАНКО АЛЕКСОВСКИ / BRANKO ALEKSOVSKI	070/827- 968	КО КРКЛИНО / KRKLINO КП / СР 1182, 978, 979	КРИВА ПАЛАНКА/ KRIVA PALANKA	Северо-Исток/ NORTH EAST	101
154	Јурген Стефаноски / JURGEN STEFANOSKI	070/307- 406	КО:КОСЕЛ / KOSEL КП / СР :455/1, 615	Охрид/ OHRID	Југо-запад/ SOUTH WEST	101
155	НИКОЛА ВОЈДАНОСКИ / NIKOLA VOJDANOSKI	046/282- 011, 075/799- 840	КО:ВОЛИНО / VOLINO КП / СР :896	Дебарца/ DEBARCA	Југо-запад/ SOUTH WEST	101
156	ИЗ Камнеш / KAMNES	071 710215	с.РАНКОВЦЕ / RANKOVCE	РАНКОВЦЕ/ RANKOVCE	Северо-Исток/ EAST	101
157	Миле Величковски / MILE VELICKOVSKI	031372483 070550770 071315223	КРИВА ПАЛАНКА / KRIVA PALANKA	КРИВА ПАЛАНКА/ KRIVA PALANKA	Северо-Исток/ NORTH EAST	101

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158	БРАНКО АЛЕКСОВСКИ / BRANKO ALEKSOVSKI	071/952-901	КО: КРКЉА / KRKLJA КП / СР: 1231	КРИВА ПАЛАНКА/ KRIVA PALANKA	Северо-Исток/ NORTH EAST	101
159	АД Вардар / VARDAR извоз-увоз / AD VARDAR	044 455170	с.БРВЕНИЦА / BRVENICA	БРВЕНИЦА/ BRVENICA	Полог / POLOG	101
160	ДППТ ТЕТОВСКО ЈАБОЛКО ДООЕЛ / TETOVSKO JABOLKO	044339979 atomoski@yahoo.com	ул.101 66, Ратае, Јегуновце / STR.101, V.RATAE,JAGUNOVCE	Јегуновце/ JAGUNOVCE	Полог / POLOG	101
161	Сулејман Сулејмани / SULEJMAN SULEJMANI	070/517-561	КО ВРАПЧИШТЕ / VRAPCISHTЕ, к.п. / СР 1190,1195,1754,1755,1768,1978,986.	ВРАПЧИШТЕ/ VRAPCISHTЕ	Полог / POLOG	101
162	ДПТУ ТАКОМ ГРУП ДООЕЛ увоз - извоз Скопје Подружница Винарија ТАКОМ Скопје / ТАКОМ GROUP	022458677 071400890 takomgroup@yahoo.com	с. Горно Коњари, / V.G.KONJARI, ПЕТРОВЕЦ / PETROVEC	ПЕТРОВЕЦ/ PETROVEC	Скопје/ SKOPJE	101
163	ИЗ ДААЛ Емилија Костовска / DAAL EMILIJA KOSTOVSKA	75206056	Рилски конгрес бр. 44 А / STR.RILSKI KONGRES, 44A	ПЕТРОВЕЦ/ PETROVEC	Скопје/ SKOPJE	101
164	ЦЕНТРОПРОМДОО / CENTRO PROM	078/305-606	КО Дељадровци / DELJADROVCI, к.п. / СР 232,229	Илинден/ ILINDEN	Скопје/ SKOPJE	101
165	ВИНОЖИТО с.Драслајца Струга / STRUGA ДООЕЛ / VINOZITO	070/470-747	Враништа / V.VRANISHTA, к.п. / СР 408/3	Струга/ STRUGA	Југо-запад/ SOUTH WEST	101
166	Илија Митрески / ILIJA MITRESKI	075/414-585	Волино / VOLINO, к.п. / СР 871,534/1,535	Дебарца/ DEBARCA	Југо-запад/ SOUTH WEST	101
167	Ранко Кузманоски / RANKO KUZMANOSKI	046/257-804, 075/686-299	КО Г.Лакочереј-вон гр / G.LAKOCHERAJ, кп / СР 1019/2, 676/4, 884/2, 890, 884/7, 886/3.	Охрид/ OHRID	Југо-запад/ SOUTH WEST	101
168	АТАНАС ТРАЈАНОВ / ATANAS TRAJANOV	070/731-708	КО: ОРАОВИЦА / ORAOVICA КП / СР : 1762, 1876	Радовиш/ RADOVISH	Југо-Исток/ SOUTH EAST	101

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169	ИЗ МИТКО-АГРАР / MITKO-AGRAR	071/271-210	КО РАДИЧЕВО / RADICHEVO КП / СР : 190/1,736,855,856, 2013	Василево/ VASILEVO	Југо-Исток/ SOUTH EAST	101
170	ИЗ ОСМАНОГЛУ / OSMAN OGLU	071/244-152	КО:ЈОСИФОВО,БР АЈКОВЦИ, КАЗАНДОЛ / JOSIFOVO, BRAJKOVCI, KAZANDOL КП / СР : 1171/1,103,104,105 ,106, 108,109,110,138/1, 139/1, 139/2,104,106	Валандово/ VALANDOVO	Југо-Исток/ SOUTH EAST	101
171	ДПТУУ АГРО-ДАСС ДООЕЛ / AGRO-DASS	076/470-337	КО: ДОБРОШИНЦИ КП: 1015/1	Василево/ VASILEVO	Југо-Исток/ SOUTH EAST	101
172	ЖИВКО БОЖИНОВ / ZIVKO BOZINOV	071/204-427	КО: ГАБРОВЦИ / GABROVCI КП / СР : 1189, 1565, 3180/1, 3180/2, 3331, 3646, 4045, 562, 567/4	Конче/ KONCHE	Југо-Исток/ SOUTH EAST	101
173	Нацко Костадинов / NACKO KOSTADIONOV	070/975-887, 071/796-560	КО БЕРОВО / BEROVO кп. / СР 3061/1, 3061/2, 3061/3, 3061/4, 3061/5, 3061/6.	БЕРОВО/ BEROVO	Исток / EAST	101
174	ИЗ ЕКО ХРАНА ВЕ и ЕМ ГРАДИШТЕ / ЕКО HRANA & GRADISTE	070/800-103	КО Вирче / VIRCHE, кп / СР 4005	ДЕЛЧЕВО/ DELCEVO	Исток / EAST	101
175	АРСОВСКИ-ЗЕМ ДООЕЛ / ARSOVSKI-ZEM	078/472-716	КО Жиганце / ZIGANCE, кп / СР 339/1.	ЧЕШИНОВО - ОБЛЕШЕВО/ CHESHINOV O-OBLESHEVO	Исток / EAST	101
176	Лазо Тимовски / LAZO TIMOVSKI	070/336-679	КО Црник / CRNIK, кп / СР 221, 219, 375.	ПЕХЧЕВО/ PEHCHEVO	Исток / EAST	101

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177	БУЧИШТЕ ДОО / BUCISTE	070/264-217	КО ПРОБИШТИП / PROBISHTIP и КО Неокаци / NEOKAZI	ПРОБИШТИП / PROBISHTIP	Исток / EAST	101
178	ГО-МИЛ ДООЕЛ ОБЛЕШЕВО / GO-MIL	033/351-442 033/351-101	КО: КРУПИШТЕ / KRUPISHTE КП / СР : 1932	Карбинци/ KARBINCI/ KARBINCI	Исток / EAST	101
179	ДПТУ ТРАВЕЛ ВЛАДЕ ДООЕЛ / TRAVEL	076/218-948	Пепелиште,МВ-Мравјаник / PEPELISHTE-MRAVJANIK, к.п / СР 2110,2111	Неготино/ NEGOTINO	Вардар/ VARDAR	101
180	Драган Настов / DRAGAN NASTOV	071/602-987	Паликура, Курија к.п.1191/2,1209/1,1179/1,1179/2,1182,1596/17	Росоман/ ROSOMAN	Вардар/ VARDAR	101
181	САШКО ТАСЕВ / SASKO TASEV	071325822	К.О. РИБАРЦИ / RIBARCI, К.П. / СР 656/5, 656/6, 675/2, 677/2, 678/2, 679/2, 680/2, 682/2	Росоман/ ROSOMAN	Вардар/ VARDAR	101
182	ЃОРЃИ САМАРЏИЕВ / GORGI SAMARDZIEV	075-462-967	КО: Градско / GRADSKO КП / СР : 760/2	Градско/ GRADSKO	Вардар/ VARDAR	101
183	АГРО ИДНИНА ДООЕЛ / AGRO IDNINA	076/205-306, 078/320-053, 070/315-173	КО: КУМАРИНО / KUMARINO КП / СР : 520/3, 520/2, 511, 510, 509, 505, 500/2, 506, 482, 481/2, 481/1, 416/2, 508, 507	Велес/ VELES	Вардар/ VARDAR	101
184	ТОШЕ ПЕТРЕВСКИ / TOSE PETREVSKI	078/224-952	КО: УЛАНЦИ / ULANCI КП / СР : 44/4	Градско/ GRADSKO	Вардар/ VARDAR	101
185	ТОНИ ТРАЈКОВ / TONI TRAJKOV	072/931-887	КО: Кавадарци / KAVADARCI КП / СР : 6258/1, 6258/2	Кавадарци/ KAVADARCI	Вардар/ VARDAR	101
186	Борче Мициќ / BORCE MICIC	072/251-439	КО: Росоман / ROSOMAN КП / СР : 2749, 2753/1, 2754,	Росоман/ ROSOMAN	Вардар/ VARDAR	101

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			2755/2, 2755/1, 2755/3, 3014,3015, 3016			
187	АЛЕКСАНДАР СТАВРОВ / ALEKSANDAR STAVROV	075/509-921	КО: Росоман / ROSOMAN КП / СР : 1161, 1162, 1163, 1164, 1167, 1147, 1155	Росоман/ ROSOMAN	Вардар/ VARDAR	101
188	СЛАВЕ ВЕЛИЧКОВСКИ / SLAVE VELICKOVSKI	077/687-187	КО: КАРАСЛАРИ / KARASLARI КП / СР : 1014, 595	Велес/ VELES	Вардар/ VARDAR	101
189	ИВАН АНДРИЌ / IVAN ANDIK	070/449-821	КО: СИРКОВО / SIRKOVO КП / СР : 1133, 2035, 3219, 3228, 3231, 2154	Росоман/ ROSOMAN	Вардар/ VARDAR	101
190	ДРАГАН ПЕЧЕВСКИ / DRAGAN PECEVSKI	075/399-637	КО: Росоман / ROSOMAN КП / СР : 869, 912, 913, 914, 915	Росоман/ ROSOMAN	Вардар/ VARDAR	101
191	АГРО-ЛЕСКА ДООЕЛ / AGRO-LESKA	078/252-775, 047/255-893	КО Беранци / BERANCI, к.п. / СР 2521, 2522, 2524.	МОГИЛА/ MOGILA	Пелагонија/ PELAGONIJA	101
192	Вангел Белчовски / VANGEL BELCOVSKI	070/901-924	КО РЕСЕН / RESEN , к.п. / СР 4387/0, 4390/0, 4391/0.	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
193	Исмаил Садику / ISMAIL SADIKU	071/309-702, 047/483-300	КО Крани / KRANI, к.п. / СР 1542, 1547, 1931, 1521.	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
194	Пеце Нечовски / PECE NECOVSKI	071/832-300, 047/452-673	КО Болно и КО Горна Бела Црква / BOLNO & G.BELA CRKVA, к.п. / СР 2009, 208/2, 507/1.	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
195	Бужар Зенели / BUJAR ZENELI	070/423-875	КО Штрбово / SHTRBOVO, кп / СР 781/1.	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
196	Илија Думовски / ILIJA DUMOVSKI	075/292-875	КО Јанковец / JANKOEC, кп / СР 1005/0.	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101

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197	ИЛПЕД ИЛЧЕ ДООЕЛ / ILCE	075/352-222	КО Рамна / RAMNA	БИТОЛА/ BITOLA	Пелагонија/ PELAGONIJA	101
198	Зоран Илиевски / ZORAN ILIEVSKI	071/862-960	РЕСЕН / RESEN	РЕСЕН/ RESEN	Пелагонија/ PELAGONIJA	101
199	ДПТУ АЛ ГОЗД ДООЕЛ БИТОЛА / BITOLA / GROZD	047/256-258; 070/728-124	К.О. МОГИЛА / MOGILA, к.п. / СР 1	БИТОЛА/ BITOLA	Пелагонија/ PELAGONIJA	101
200	Стојан Мирчески / STOJAN MIRCESKI	075/822-867	КО Чепигово / CHERIGOVO, к.п. / СР 797,970	ПРИЛЕП/ PRILEP	Пелагонија/ PELAGONIJA	101

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1	Слога 88 ДОО / SLOGA 88	032 632655	ул.Стив Наумов / STR. S.NAUMOV, бр / No.22	Радовиш / RADOVISH	Југо-Исток / SOUTH EAST	103
2	Унистар Трејд ДООЕЛ / UNISTAR TRADE	043 212 633	Академик Пенчо Давчев 125 Велес, Македонија / STR.A.P.DAVCHEV, VELES	Велес / VELES	Вардар / VARDAR	103
3	Темпо Паса ИП ДООЕЛ / TEMPO PASA	034 212666	ул.Борис Кидрич бб / STR.B.KIDRIC	Гевгелија / GEVGELIJA	Југо-Исток / SOUTH EAST	103
4	Даниво ДООЕЛ / DANIVO	075 421875	с.Спанчево / V.SPANCEVO	ЧЕШИНОВО - ОБЛЕШЕВО / CHESHINOVO-OBLESHEVO	Исток / EAST	103
5	ДЗППУ ДРА - ГО Гоце Доел - подружница ДРА - ГО погон за овошје за зеленчук / DRA-GO	075-312-800	Населено место без уличен систем, с. Карбуница, Вранештица / V.KARBUNICA	Вранештица / VRANESHNICA	Југо-запад / SOUTH WEST	103
6	СЛОГА 88 ДОО	032632655 032630555	ул.Стив Наумов / STR. S.NAUMOV, бр / No.22	Радовиш / RADOVISH	Југо-Исток / SOUTH EAST	103
7	ДЗППТУ Е косто ДОО / E KOSTO	076-421-992 075-478-449	ул. Маршал Тито бб с. Стојаково / STR.M.TITO, V.STOJAKOVO	БОГДАНЦИ / BOGDANCI	Југо-Исток / SOUTH EAST	103
8	ВИНАРСКА ВИЗБА ПОВАРДАРИЕ, АКЦИОНЕРСКО ДРУШТВО НЕГОТИНО / WINERY POVARDARIE	072 218235	УЛ. ИНДУСТРИСКА ББ / STR.INDUSTRISKA	Неготино / NEGOTINO	Вардар / VARDAR	103
9	Винарија Аневски / WINERY ANEVSKI	32392925	ул.Железничка бр.39 / STR.ZELEZNICKA, 39	ШТИП /SHTIP	Исток / EAST	103
10	ДППУ Винарија Попов ДООЕЛ / WINERY	043 444116	с.Сопот / V.SOPOT	Кавадарци / KAVADARCI	Вардар / VARDAR	103

Ред. број /No.	Име / Name	Телефон / Phone no.	Адреса / Address	Општина/ Municipality	Регион/ Region	Мерка/ Mesure
	ПОРОВ					
11	ДПТУ Визба Валандово ДООЕЛ / WINERY VIZBA VALANDOVO	034 383880	ул.Никола Карев бр.6 / STR.NIKOLA KAREV, 6	Валандово / VALANDOVO	Југо-Исток / SOUTH EAST	103
12	ДОО Мик- Свети Николе / MIK SVETI NIKOLE	032 455414	ул.Индустриска зона ББ Амзабегово / STR.INDUSTRISKA ZONA, V.AMZABEGOVO	Свети Николе / SVETI NIKOLE	Исток / EAST	103
13	ДПТУ Рибо трејд ДООЕЛ / RIBO TRADE	070 229998	населено место Крњево бр.66 / KRNJEVO, 66	Кавадарци / KAVADARCI	Вардар / VARDAR	103
14	АГРОДИВИС ДООЕЛ ШТИП / AGRODIVIS	032 300777	с.Лакавица б.б / V.LAKAVICA	ШТИП /SHTIP	Исток / EAST	103
15	Друштво за производство, трговија,МИС ГЛОБУС ДОО експорт-импорт, Скопје	02 2045300	Воин Драшковиќ б.б. / STR.VOIN DRASKOVIC	ЃОРЧЕ ПЕТРОВ / GJORCE PETROV	Скопје / SKOPJE	103
16	ЗТД СТОЧАРСТВО АД / STOCHARSTVO	070/477- 477	Богданци / BOGDANCI	БОГДАНЦИ / BOGDANCI	Југо-Исток / SOUTH EAST	103
17	ДРУШТВО ЗА ПРОИЗВОДСТВО И ТРГОВИЈА ЈОКА УВОЗ- ИЗВОЗ ДООЕЛ СТРУМИЦА / ЈОКА STRUMICA	34346101	ИНДУСТРИСКА ЗОНА СЕВЕР ББ / INDUSTRIAL ZONE NORTH	Струмица / STRUMICA	Југо-Исток / SOUTH EAST	103
18	ИДЕАЛ ШИПКА / IDEAL SHIPKA	047208917 047239910	УЛ. ИНДУСТРИСКА ББ / STR.INDUSTRISKA	БИТОЛА / BITOLA	Пелагонија / PELAGONIJA	103
19	АД МЛЕКАРА ТЕТОВО / MLEKARA TETOVO	75219378	ул.29-ти Ноември 66, Тетово / STR.29 NOEMVRI	ТЕТОВО / TETOVO	Полог / POLOG	103

Measure 302

Ред. број/ No.	Име / Name	Телефон /Phone no.	Адреса / Address	Општина/ Municipality	Регион/ Region	Мерка /Measure
1	Компанија Крстевски ДООЕЛ увоз извоз Скопје / KRSTEVSKI, SKOPJE	078 513 158	Ул.бр.20 бб Долно Лисиче, Општина Аеродром, Скопје	АЕРОДРОМ / AERODROM	Скопје / SKOPJE	302
2	33 Агро Милениум, с. Негрево Пехчево / AGRO MILENIUM, PEHCHEVO	070 213 852	С.Негрево, Пехчево	ПЕХЧЕВО / PEHCHEVO	Исток / EAST	302
3	Зоралек-Маринковиќ ДООЕЛ / ZORALEK-MARINKOVIC	071 449 478	Ул. 11Октомври Градско	ГРАДСКО / GRADSKO	Вардар / VARDAR	302
4	Млекара Галичник ДООЕЛ Градско / MLEKARA GALICNIK	071 365 211	Ул.Автопат бб 1420 Градско	ГРАДСКО / GRADSKO	Вардар / VARDAR	302
5	Ј.М.Инженеринг ДООЕЛ, Пехчево / J.M.INZENERING, PEHCHEVO	078 340 135	Ул. Индустриска бб пб 2326 Пехчево	ПЕХЧЕВО / PEHCHEVO	Исток / EAST	302
6	Фит Фан ДОО, Скопје / FIT FAN, SKOPJE	070 221 198	Канени Мост бб Визбегово	БУТЕЛ / BUTEL	Скопје / SKOPJE	302
7	Бај-Мелк ДОО / BAJ-MELK	070-325-043	с. Болетин, Маврово-Ростуша	Маврово и Ростуша / MAVROVO I ROSTUSHA	Полог / POLOG	302
8	Зоран Арсов / ZORAN ARSOV	070-400-080	с.Визбегово бб Скопје	БУТЕЛ / BUTEL	Скопје / SKOPJE	302
9	ЕКО КАМП ПЕШНА ДООЕЛ / ЕКО KAMP PESHNA	075-404-788	с.Локвица	Македонски Брод / MAKEDONSKI BROD	Југо-запад / SOUTH WEST	302
10	ДПТТ ПЕКОМ-СВ ДООЕЛ / PETKOM-SV	033-441-323	с. Негрево бр бб, Пехчево	ПЕХЧЕВО / PEHCHEVO	Исток / EAST	302
11	ДАИНО ДООЕЛ / DAINO	070-380-460	с. Маврово, Маврово-Ростуша	Маврово и Ростуша / MAVROVO I ROSTUSHA	Полог / POLOG	302
12	СОНАК ДООЕЛ / SONAK	02-2734-998, 070-351-510	с. Извор	ЧАШКА / CHASHKA	Вардар / VARDAR	302
13	АГРОМИЛА ТРЕЈД ДООЕЛ / AGROMILA TREJD	078-224-433	Индустриска Зона Мало Стопанство, Свети Николе	Свети Николе / SVETI NIKOLE	Исток / EAST	302
14	ДПТУ ЕНЏОИ ТО-МИ ДООЕЛ / ENJOI TO-MI	078-353-565	ул.7 Ноември Гевгелија	Гевгелија / GEVGELIJA	Југо-Исток / SOUTH	302

Ред. број/ No.	Име / Name	Телефон /Phone no.	Адреса / Address	Општина/ Municipality	Регион/ Region	Мерка /Measure
					EAST	
15	ГЕРМАН-БОНТОН ДООЕЛ / GERMAN-BONTON	070-230-089	с. Герман, Ранковце	РАНКОВЦЕ / RANKOVCE	Северо-Исток / NORTH EAST	302
16	ДПТУ МАНТОР БЕИЛ ДООЕЛ / MANTOR BEIL	078-353-565	ул.6 бр.25 Побожје Чучер Сандево (Маркова Сушица)	Чучер Сандево / CHUCHER SANDEVO	Скопје / SKOPJE	302
17	ИМЕРИ КОМПАНИ ДООЕЛ / IMERI KOMPANI	070-211-637	с. Липково	ЛИПКОВО / LIPKOVO	Северо-Исток / NORTH EAST	302
18	ДПТУДОМИНИЕСТДОО / DOMINI EST	048 550 195	ул. Леце Котески бб Прилеп	ПРИЛЕП / PRILEP	Пелагонија / PELAGONIJA	302
19	ШЕ & ФИ КАЉАЈА ДООЕЛ / SHE & FI	070-223-968	Зајас	Зајас / ZAJAS	Југо-запад / SOUTH WEST	302
20	Назми Бекири / NAZMI BEKIRI	071-234-204	с.Извор, Слупчане Липково	ЛИПКОВО / LIPKOVO	Северо-Исток / NORTH EAST	302
21	ДПТУ ТИМЧЕВСКИ ДООЕЛ / TIMCEVSKI	070-211-876	Младо Нагоричане, Старо Нагоричане	СТАРО НАГОРИЧАНЕ / STARO NAGORICHANE	Северо-Исток / NORTH EAST	302
22	ТП БЕАР ФУНГИ Аријете Измит Камбери / BEAR FUNGI	070-787-552, 075-318-022	с. Неготино-Полошко Врапчиште	ВРАПЧИШТЕ / VRAPCISHTI	Полог / POLOG	302
23	ИЗ Ана Монеvsка / ANA MONEVSKA	071-305-956	ул. Нада Панчева, Пробиштип	ПРОБИШТИП / PROBISHTIP	Исток / EAST	302
24	САФАРИ МАКЕДОНИЈА ДОО / SAFARI MAKEDONIJA	02-3290-265, 02-2601-936	Ловиште Шешково, Кавадарци	Кавадарци / KAVADARCI	Вардар / VARDAR	302
25	Марија Таковска / MARIJA TAKOVSKA	070-300-199	с. Владимирово, Берово	БЕРОВО / BEROVO	Исток / EAST	302
26	Александар Филдишевски / ALEKSANDAR FILDISEVSKI	02 3115-647	Ул. Мајка Тереза	Скопје / SKOPJE	Скопје / SKOPJE	302
27	СПП ТЕХНОЛОГИЈА НАТУРА ДООЕЛ / SPP TECHNOLOGIJA NATURA	075/686-299	Охрид	ОХРИД / OHRID	Југо-запад / SOUTH WEST	302
28	ДАНИНЕТ ДООЕЛ /	075-462-	ул.Бутелска бр.8-А	Скопје /	Скопје /	302

Ред. број/ No.	Име / Name	Телефон /Phone no.	Адреса / Address	Општина/ Municipality	Регион/ Region	Мерка /Measure
	DANINET	058	Скопје	SKOPJE	SKOPJE	
29	СРК МАРКАТ ДОО / SRK MARKAT	075-295-995	ул. Пластица, Пробиштип	ПРОБИШТИП / PROBISHTIP	Исток / EAST	302
30	ДПУ ГОЛДЕН ФРУИТ ДООЕЛ / GOLDEN FRUIT	070-398-894, 02-2720-001	ул. Ѓорѓи Динката 52 Драчево	КИСЕЛА ВОДА / KISELA VODA	Скопје / SKOPJE	302
31	ДПТУ ПИЈАНО ПЛЕЈ ДОО - PIJANO PLEJ	075-222-522, 02 5217-777	ул. Трница бб Илинден	ИЛИНДЕН	Скопје / SKOPJE	302
32	АГНОАНДИКА ДООЕЛ С. РОСТУША, МАВРОВО И РОСТУША / AGNOANDIKA	70219797	Маврово и Ростуша / MAVROVO I ROSTUSHA	Маврово и Ростуша / MAVROVO I ROSTUSHA	Полог / POLOG	302
33	АКВА ПРОГРЕС ДООЕЛ ДОЛНО КОЊАРИ ПЕТРОВЕЦ / AKVA PROGRES	75383858	ПЕТРОВЕЦ / PETROVEC	ПЕТРОВЕЦ / PETROVEC	Скопје / SKOPJE	302
34	ДРУШТВО ЗА ЛОВ И ОДГЛЕДУВАЊЕ НА ДИВЕЧ ВОЛФ ДОО ЕКСПОРТ- ИМПОРТ РЕСЕН / VOLF	76742050	РЕСЕН / RESEN	РЕСЕН / RESEN	Пелагонија / PELAGONIJA	302
35	ДРУШТВО ЗА УГОСТИТЕЛСТВО, ТУРИЗАМ, УСЛУГИ И ТРГОВИЈА А&Т ХОЛДИНГ УВОЗ-ИЗВОЗ ДООЕЛ С.НОВОСЕЛАНИ, ДОЛНЕНИ / A&T HOLDING	(0)48 453- 210	ДОЛНЕНИ / DOLNENI	ДОЛНЕНИ / DOLNENI	Пелагонија / PELAGONIJA	302
36	ДРУШТВО ЗА УГОСТИТЕЛСТВО ТРГОВИЈА И УСЛУГИ ШЕФИК КАЉАЈА ДООЕЛ С. ЗАЈАС ЗАЈАС - SHEFIK KALJAJA	045 252179	Зајас / ZAJAS	Зајас / ZAJAS	Југо-запад / SOUTH WEST	302

Representatives of Institutional Stakeholders Interviewed

Name	Institution	Position	Date(s)
Slavko Miloshevski	IPARD PA	Deputy head of sector	30/07/2019
Vangel Nanevski	IPARD PA		14/08/2019
Shefki Xhemaili	IPARD PA	Head of sector	29.11.2019
Elena Musalevska	IPARD PA	Head of sector	29.11.2019
Mirjana Gagachevska	IPARD PA	Head of sector	29.11.2019
Igor Stojmenovski	IPARD PA	officer	29.11.2019
Viktor Mladenovski	Ministry of Agriculture, Forestry and Water Economy (MAFWE)		various
Aleksandar Antevski	Ministry of Agriculture, Forestry and Water Economy (MAFWE)		various
Dusko Jakimovski	Ministry of Agriculture, Forestry and Water Economy (MAFWE)		various
Zheljka Gudelj	External adviser at Ministry of Agriculture, Forestry and Water Economy (MAFWE)		various
Sasho Risteski	Association of Fruit and vegetable Producers; member of IPARD 2007-2013 Monitoring Committee	President	12.11.2019
Stevan Orozovic	National federation of farmers	Director	12.11.2019
Biljana Petrovska	National federation of farmers	Officer	12.11.2019
Petar Gjorgievski	Rural Development Network	President	13.11.2019
Stole Georgiev	LAG Plackovica (+ NGO CELOR, Radovis)	Director of CELOR	13.11.2019
Aleksandar Jashkov	LAG Plackovica (+ NGO Krana, Radovis)	Director of Krana	13.11.2019
Stole Lazarev	LAG Plackovica	Member of LAG Plackovica	13.11.2019
Elgafar Jusufi	National Extension Agency of Republic of Macedonia (NEA), Bitola	Director	14.11.2019
Petar Andonov	National Extension Agency of Republic of Macedonia (NEA), Bitola	Advisor	14.11.2019
Zivko Gosharevski	Municipality of Resen	Mayor	14.11.2019
Frosina Gjorgievska	Association of fruits producers "Blagoj A. Kotlarovski, Resen	President	14.11.2019

ANNEX 4. Consolidated Survey results

Questionnaires with responses

APPROVED APPLICATIONS

Measure 101

Gender	
female	30
male	57

Age(average)	44,57471
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Type of economy(indicate according your registration):	
business	19
individual	54
family farm	12
not responded	1
other	1

Type of investment:	
tractor	19
equipment	29
tractor and equipment	34
irriagtion systems	3
green house	1
pig nursery	1

Have your application been approved with the first application?	
yes	71
no	16

Did you realised the investment?	
yes	85
no	2

What was the share of you co-financing? Indicate:	
net amount indicated	7
1,50%	1
30	1
40	1
44	2
45	1
50	41
55	12
60	11
65	3
75	3
no answer	4

Did you applied for bank loan?	
yes	32
no	54

Did your bank approved your request?	
yes	22
no	49

Have you used consultancy support for your business plan?	
yes	19
no	67

By whom?	
Agency	38
local MAFWE office	8
prvate consultants	19
not responded	20
PROCREDIT PANK OFFICE	2

Would you apply again for IPARD support?	
yes	66
no	18

Did you got explanation why it was rejected?	
yes	1
no	9

Have you re-applied with new business plan or for other measure? Or for the same

one?	
same	5
other	4

Any other information you would like to provide?
long procedures
lengthy approval process
complicated procedures for application
problems with the staff of Paying Agency on the check ups
suppliers are problem with delayed supply and delivery of equipment
suppliers are problem since sometimes they don't deliver certificates of origin
procedures are complicated, there must be space for improvements
long and complicated application process
(Prilep) Weak capacity of the local ministry representatives
2 years from application to approval
slow approval process, for sprayer I waited two years
long and complex procedure
procedures are complex
problems with the suppliers
For IPARD 2 - the amount of payment is reduced for tractor equipment
long procedure from application to approval
long return process
long administrative procedure, responses are delayed and legal property issues are messy
very long procedure
long and complicated procedure
lack of communication from the responsible authorities
long procedure for preparation of applications
rigid criteria which are not suitable for the capacities of the applicants, rigid state institutions, closed for cooperation
rejected because we were not well informed. We bought equipment but we were rejected as it was produced in Brazil and China
we awaited one year for approval of finances
we engaged consultant and everything got easier
huge documentation required
short period to collect all the necessary documents to fill application package
actual cofinancing is less than 50 % as VAT is not recognised and we got 6000 instead of 9000EUR
required documents are a lot and there are lots of signatures needed so we had to expose to cost due to travel to Skopje
price of offers change due to lengthy procedures so the offers at the end are not valid.
invoices had higher prices so the cost was not approved by IPARDPA
POSITIVE EXPERIENCE

land use problem
lots of documents required

1.	Does supported investment contributed to improve your income?		
	yes	83	
	no	3	
	1a If yes to what extent?		
	highly unsatisfactory	1	
	unsatisfactory	1	
	moderately unsatisfactory	7	
	moderately satisfactory	33	
	satisfactory	28	
	highly satisfactory	15	
1 = highly unsatisfactory, 2= unsatisfactory, 3=, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
Comments: No market for the produce, not seen any difference,			
2.	Does the investment contributed to the competitiveness of your produce? Is it more competitive?		
	yes	70	
	no	15	
Comments:			
3.	Does supported investment contributed to a better use of production factors on holding?		
	yes	84	
	no	2	
	3a If yes to what extent?		
	highly unsatisfactory	0	
	unsatisfactory	4	
	moderately unsatisfactory	4	
	moderately satisfactory	28	
	satisfactory	42	
	highly satisfactory	9	
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
Comments:			
4	Does supported investment improved the quality of farm products?		
	yes	47	

	no	6	
4a	If yes to what extent?		
	highly unsatisfactory	0	
	unsatisfactory	0	
	moderately unsatisfactory	1	
	moderately satisfactory	19	
	satisfactory	22	
	highly satisfactory	5	
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
4b	Is that in compliance with EU standards?		
	yes	41	
	no	2	
	I don't know	19	
	Comments:		
5	Have supported investment improved production conditions in term of working conditions		
	yes	86	
	no	0	
5a	To what extent?		
	highly unsatisfactory	0	
	unsatisfactory	1	
	moderately unsatisfactory	2	
	moderately satisfactory	10	
	satisfactory	58	
	highly satisfactory	15	
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
5b	Is that in compliance with EU standards?		
	yes	62	
	no	1	
	I don't know	23	
	Comments:		
6.	Have supported investment facilitated environmentally friendly farming?		
	yes	70	

6a	no	1	
	I don't know	23	
	If yes, to what extent ?		
	highly unsatisfactory	0	
	unsatisfactory	0	
	moderately unsatisfactory	1	
	moderately satisfactory	19	
	satisfactory	38	
	highly satisfactory	12	
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
Comments:			

This question is only for investments used for animal husbandry

7	Have the supported investment improved production conditions in terms of animal welfare?		
	yes	1	
	no	0	
	I don't know	0	
7a	If yes to what extent ?		
	highly unsatisfactory	0	
	unsatisfactory	0	
	moderately unsatisfactory	0	
	moderately satisfactory	0	
	satisfactory	0	
	highly satisfactory	1	
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.			
Comments:			

Sustainability			
8	Is the investment still functional/ operative?		
	yes	86	
	no	0	
	partly	0	
Comment:			

8	Is the investment maintained?		
	yes	84	
	no	2	
	Comment:		
9	is it difficult to maintain it? If yes explain the difficulties in the comment box.		
	yes	12	
	no	74	
	Comments: service providers are not responding on the calls for service, expensive service, expensive service is 10000 MKD per service, the tractor was delivered with the factory problem and we had problems with it and service providers, difficult for local circumstances, no conditions the service do not come when we call them.		

Visibility			
	Did you applied the visibility rules form IPARD 2007-2013?		
	yes	85	
	no	0	
For the interviewer: Check the labels, boards, stickers.			

Measure 103

Gender		
female	0	
male	19	one rejected to respond the questionnaire due to the court case he is having with IPARDPA

Age(average)	51
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Type of economy(indicate according your registration):	
business	14 (9 small enterprises, 5 medium enterprise)

Type of investment:	
modernisation of dairy production	6
modernisation of slaughter haouse	1
machines for processing	1
Meat processing	1
airconditioning and heating in the processing line	1

improvement of working conditions in the working environment	1
collection center for fruit and vegetables	1
wine production equipment	1
not stated	1

Have your application been approved with the first application?	
yes	19
no	0

Did you realised the investment?	
yes	19
no	0

What was the share of you co-financing %? Indicate:	
50	14
no answer	6

Did you applied for bank loan?	
yes	9
no	10

Did your bank approved your request?	
yes	7
no	8

Have you used consultancy support for your business plan?	
yes	14
no	5

By whom?	
Agency	
local MAFWE office	1
prvate consultants	6
not responded	8

Would you apply again for IPARD support?	
yes	18
no	1

Did you got explanation why it was rejected?	
yes	0
no	1

Have you re-applied with new business plan or for other measure? Or for the same one?	
same	1
other	3

Any other information you would like to provide?
after two years we received some of the support
the part with offers and prices is problematic
not respecting the deadlines for responses
measure 3 is wrongly interpreted as the national standards are not compliant with the EU standards
2 long deadlines for receiving response, supply of offers, huge documentation required
at court with the IPARDPA because of the connection of the suppliers. The court case have been granted and previously approved and had monitorings visits even from Brussels and got approved

1.	Have supported investment helped you to increase added value of your products through improved and rationalised processing?		
	yes	18	
	no	0	
1a	If yes to what extent?		
	1	0	
	2	1	
	3	2	
	4	7	
	5	6	
	6	2	
	1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.		
	Comments:		
2.	Have supported investment helped you to increase added value of your products through improved and rationalised marketing of products?		
	yes	15	
	no	3	
2a	If yes to what extent?		
	1	0	

2	1
3	1
4	7
5	6
6	0

1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.

Comments:

3	Have supported investment helped in increasing added values and competence of agricultural products by improving their quality?	
	yes	17
	no	1

3a	If yes to what extent?	
	1	0
	2	1
	3	3
	4	5
	5	7
	6	1
4	Does supported investment improved health and welfare conditions?	
	yes	16
	no	2

4a	If yes to what extent?	
	1	0
	2	1
	3	3
	4	6
	5	5
	6	1

1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.

4b	Is that in compliance with EU standards?	
	yes	17
	no	0
	I don't know	1

Comments:

5	Does supported investment contributed to restructure the processing food industry in the sectors involved in order to be able to compete in the EU market?	
	yes	15
	no	3

5a	To what extent?	
	1	0
	2	0
	3	2
	4	6
	5	5
	6	1

1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.

6.	Have supported investment contributed to the protection of environment?	
	yes	17
	no	1

6a	If yes, to what extent ?	
	1	0
	2	0
	3	3
	4	8
	5	5
	6	1

1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.

Comments:

Sustainability

8	Is the investment still functional/ operative?	
	yes	18
	no	0
	partly	0

Comment:

8	Is the investment maintained?	
	yes	18
	no	0
	Comment:	
9	is it difficult to maintain it? If yes explain the difficulties in the comment box.	
	yes	1
	no	17

Visibility

	Did you applied the visibility rules form IPARD 2007-2013?	
	yes	17
	no	0
<i>For the interviewer: Check the labels, boards, stickers.</i>		

Measure 302

Gender	
female	8
male	10

Age(average)	46
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Type of economy(indicate according your registration):	
business	13
individual	2
family farm	
not responded	3
other	

Type of investment:	
fruit and vegetable driers	2
wideformat printer and cutter	1
Machinery and equipment for agriculture	1
250 sheep asaf imported	1
furniture production equipment and catering company	1
dairy production	2
processing of taan and taan halva	1
dosing equipment, labeling and caps machine	1
construction and euipment for restaurant	1
изградба и опрема за ресторан	1
alternative agriculture systems	1
car service and renovation of car service	1
adaptation of space and equipment for production of cosmetic and pharmacy products	1
machine for honey packing	1

Has your application been approved with the first application?	
yes	11
no	7

Did you realised the investment?	
yes	18
no	0

What was the share of you co-financing % ? Indicate:	
net ammount stated	1
50	15

65	1
75	1
no answer	

Did you applied for bank loan?	
yes	10
no	8

Did your bank approved your request?	
yes	5
no	7

Have you used consultancy support for your business plan?	
yes	13
no	5

By whom?	
Agency	
local MAFWE office	
prvate consultants	10
not responded	3

Would you apply again for IPARD support?	
yes	12
no	8

Did you got explanation why it was rejected?	
yes	0
no	0

Have you re-applied with new business plan or for other measure? Or for the same one?	
same	5
other	0

Any other information you would like to provide?	
discriminatory behaviour from the IPARDPA employees,	2
uncompetent staff at the agency	1
uncompetent controllers	2
they were many times asked to deliver additional docuements	2
correct institutions	1
rejection/ not full coverage of demanded ammounts	3
complicated /long procedure	3

bureaocracy	2
huge documentation required	4
had 8 times rjected application He considers that its because his ethnic and political backgorund. He hadnt acess to the IPARDPA staff and were rejected from trivial reasons. Huge part of investment was reducedand in rality the cofinancing from the programme is 15-20%. He applied in 2011 and got decision in 2015. Part of the requirements from the Agency were not applicable. One of them was that they should supply docuements from municipality to revise the project and the municipality do not have thatresponsibility for revision of technical docuemntation. He had company of four staff he was asked to registred new one with less staff.	1
bad communication	1
to consider the state of art on the filed	1
IPARD 2007-2013s not adjusted to the level of the farmers	1
lack of knowlegde in institutions	1
in the cofinancing the act of female owner and mountanuious area were not considered by IPARDPA and the cofinancing was less than expetced.	1

1.	Have supported investment in development and diversification of on farm and off farm activities increased your income?	
	yes	15
	no	2
1a	If yes to what extent?	
	1	1
	2	2
	3	5
	4	3
	5	3
	6	2
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.		
Comments:		
2.	Have supported investment promoted diversification on farm household activities to non agricultural activities?	
	yes	13
	no	4
2a	If yes to what extent?	
	1	0
	2	0
	3	4
	4	4
	5	4
	6	1
1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.		
Comments:		
3	Have the supported investment promoted additional employment opportunities for farm households outside the agriculture sector?	
	yes	13
	no	3
	I don't know	2
3a	If yes to what extent?	
	1	0
	2	0

	3	2
	4	7
	5	3
	6	2

4	Does supported investments contributed to improving the diversification and development of rural economy?	
	yes	14
	no	0
	I don't know	4

4a	If yes to what extent?	
	1	0
	2	0
	3	3
	4	7
	5	2
	6	2
	1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.	

5	Does supported investment contributed to quality of life in your area?	
	yes	13
	no	0
	I don't know	5

5a	To what extent?	
	1	0
	2	0
	3	2
	4	5
	5	4
	6	2
	1 = highly unsatisfactory, 2= unsatisfactory, 3= moderately unsatisfactory, 4= moderately satisfactory, 5= satisfactory, 6= highly satisfactory.	

Sustainability

6	Is the investment still functional/ operative?	
	yes	18
	no	0
	partly	0
	Comment:	

7	Is the investment maintained?	
	yes	17
	no	1
	Comment:	
8	is it difficult to maintain it? If yes explain the difficulties in the comment box.	
	yes	3
	no	15

Visibility

9	Did you applied the visibility rules form IPARD 2007-2013?	
	yes	18
	no	0

REJECTED APPLICATIONS

Measure 103

Questionnaire

1.1 REJECTED MEASURE 101

General data

1	NAME AND SURNAME				
1a	Gender	F	58	M	142

1B Contact details

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1g	Type of economy/ applicant as registered	
	Individual farmer	154
	Family farm	0
	Trade Company in private ownership	45
	Agricultural Cooperative	1

2	Type of investment you applied for	
	10111 Reconstruction and modernisation of vineyards:	38
	10121 Reconstruction and modernisation of orchards:	90
	10131 Construction/Reconstruction and modernisation of fixed greenhouses (excluding plastic tunnels) and glasshouses:	1
	10132 Modernisation of open-field vegetable production:	69
	10141 Construction/Reconstruction of farm buildings for dairy animals (cattle, sheep and goats):	1
	10151 Construction/Reconstruction of farm buildings for pig breeding	1
	10152 Setting up of new poultry production units for broilers and modernising of existing ones:	0
	1016 Group of investments for Cereals and Fodder	0

3	Please indicate the amount of Co financing (Total Public Expenditure) you applied to receive from IPARD? (in euro)		insert the amount indicated			
	0-1000	9				
	1000-3000	35				
	3000-5000	37				
	5000-10000	43				
	10000-15000	45	169			
	15000-20000	9	31			
	20000-30000	9				
	Over 30000	13				
4	Have you used consultancy support for the application		Yes	108	no	90
4a	By whom?					
	NEA			102		
	Private consultant			4		
	Local office of MAFWE			0		
	Other			2		0
5	Did you reapplied for the same investments?		yes	51	no	146
5a 56	Was the request approved?		yes	21	no	25
	After how many attempts?		First	16		
			second	9		
			Third	0		

		more	0		
6	Have you reapplied again but for other type of investment	Yes	133	no	65
7	Would you reapply for IPARD 2007-2013 investment again?	yes	195	no	5
8	Did you receive detailed response why you were rejected?	yes	149	no	45
9	If you received the response for the reason why you were rejected was it for:				
9a	Value				
9b	Please state what was wrong with the value (list available at the end of the questionnaire:				
		yes	81	no	116
	Incomplete documents	yes	111	no	84
	delay in delivery of missing documents in the timeframe of 15 days after submission of the application?				
		yes	24	no	164
9r	Please indicate which of the documents were problem :				
	List of general documents (in original as in the request form published by IPARDPA)				

1	Request for use of IPARD Program 2007-2013 - Measure 101	0
2	Valid ID or passport of applicant / responsible person of legal entity - copy	0
3	Current status - issued by the Central Register of the Republic of Macedonia, not older than three months from the date of publication of the public call, OR	0
	Decision on acquiring the status of individual farmer in accordance with the Law on Pension and Disability Insurance - issued by the Pension and Disability Insurance Fund of	8
		4

	Macedonia	
	Certificate of regular employment of the applicant - issued by the Employment Service Agency of the Republic of Macedonia, not older than three months from the date of publication of the public call (if the applicant is engaged in agriculture as an additional activity)	0
	Contract for work of duration not shorter than the Contract for granting financial support under this Program, OR	0
	Certificate for realization of pension right issued by the Pension and Disability Insurance Fund of the Republic of Macedonia	1
	Bank statement on paid retirement income for the last month before submitting the application for use of funds from the IPARD program 2007 - 2013, issued by the bank where a transaction account is opened (Uniform Register of Agricultural holdings)	0
4	Proof of completed education (at least secondary education) of the applicant - natural person or responsible person of the legal entity or co-operative	8
	Proof of attending training relevant to the investment	4
	Signed statement that the applicant agrees to participate in professional training relevant to the investment	0
5	Certificate of reported production capacities in the Register of Agricultural holdings - issued by a regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than three months from the date of publication of the public call.	2
6	Confirmation that the applicant is not in a bankruptcy procedure - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice (this document does not apply to individual farmers and farmers)	1
7	Confirmation that the applicant is not in liquidation proceedings - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice (this document does not apply to individual farmers)	1
8	Certificate of regular employment of the responsible person of the legal entity - issued by the Employment Agency of the Republic of Macedonia, not less than three months from the date of publication of the public call (if the applicant is legal entity)	0
9	Confirmation that the applicant has no outstanding obligations to the Ministry of Agriculture, Forestry and Water Economy for the last fiscal year - issued by the Minister of Agriculture, Forestry	9

	and Water Economy	
10	Confirmation that the investment is in compliance with the Local Development Strategy of the relevant municipality in which the investment is located - issued by the Local Self-Government Unit	9
	Explanation of the Business Plan for Approach to Local Economic Development if the Local Government on whose territory the investment is located has not adopted the Local Development Strategy (see Chapter 5.1 of the Guidelines for Business Plan Development).	6
11	Business Plan / Technical Proposal Project prepared in accordance with the Guidelines for Business Plan Development	45
12	Book of fixed assets updated on the day of the announcement of the public call	1
	List of the applicant's fixed assets, updated with the date of publication of the public call	
13	Proof of Land / Object Ownership: Property List - issued by the Real Estate Cadastre Agency of the Republic of Macedonia, not older than three months counting from the date of publication of the public call	20
	Proof of right to use land / facility: Land / facility lease agreement for at least 5 years, ie 10 years (counting from the date of the announcement of the public call) + property list on behalf of the lessor issued by the Real Estate Cadastre Agency of the Republic of Macedonia, no older than three months from the date of publication of the public notice. Contract for concession of land / buildings owned by the Republic of Macedonia valid for at least 5 years, ie 10 years counted from the date of publication of the public call with Minutes for introduction into possession, and enclosed property list and geodetic elaborate.	46
14	Proof of regularly settled liabilities to the respective bank on the basis of a credit agreement not older than one month from the date of publication of the public call.	1
15	Offer / Contract / Invoice for: Business Plan Development / Technical Proposal Project or Development of project documentation, and / or Fees for consultants, and / or Making feasibility studies, and / or Patent rights, and / or	43

	Licenses	
16	Bank statement with stamp and bank signature proving payment of overheads	0
		0
17	For each item exceeding EUR 10,000, the applicant shall submit three (3) bids from different suppliers for: Business Plan Development and / or Technical Proposal Design or Project Design, and / or Consultant Fees, and / or Feasibility Design studies, Patents, and / or Licenses	5
18	Evidence confirming the ownership structure and activity of foreign suppliers not older than 3 months from the date of publication of the public call	1
19	For a product valued at less than EUR 10,000 in MKD the applicant shall submit: an offer containing technical specification, country of origin and manufacturer; statement by the manufacturer / supplier of the country of origin of the offered product, not older than three months from the date of publication of the public invitation, For a product with value in excess of EUR 10,000 in MKD the applicant shall submit: 3 offers from different manufacturers / suppliers which should include technical specification, country of origin and manufacturer; Statements by manufacturers / suppliers of the country of origin of the offered product and an explanation of the reasons for the selection of the specific offer, not more than three months after the date of publication of the public call	31
20	Copy of cadastral map - issued by the Agency for Real Estate Cadastre of the Republic of Macedonia from which the exact place of investment for each parcel can be determined - subject to investment	30
21	Geodetic elaborate - issued by a licensed Geodetic Bureau (only if the agricultural land is concessioned)	18
22	Confirmation that the applicant has no outstanding liabilities on the basis of taxes, health and pension insurance - Public Revenue Office of the Republic of Macedonia.	7

List of specific documents (in original as in the request form published by IPARDPA)

10111	Certificate of Enrollment in the National Register of Vineyards - Issued by the Regional Unit of the Ministry of Agriculture, Forestry and Water Economy, not older than three months from the date of publication of the public call	14
	Irrigation network scheme - in case of investments in establishing and upgrading an irrigation system for efficient water use	17
	Confirmation that the supplier has the right to sell seedlings, not older than three months from the date of publication of the public call (in case the investment concerns vineyard reconstruction) - issued by Phytosanitary Directorate - MAFWE	2
	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after 01.11.2013	8
10121	Irrigation network scheme - in case of investments in establishing and upgrading an irrigation system for efficient water use	5
	Confirmation that the supplier has the right to sell seedlings, not older than three months from the date of publication of the public call (in case the investment concerns fruit plantation) - issued by Phytosanitary Directorate - MAFWE	4
	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after 01.11.2013	1
10131 10132	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after	1

	01.11.2013	
	Irrigation network scheme - in case of investments in establishing and upgrading an irrigation system for efficient water use	1
	Approved Elaborate Decision - issued by the Unit of Local Government or the Ministry of Environment and Physical Planning (applies only to investments to ensure the sustainable use of energy from renewable sources)	0
10141	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after 01.11.2013	0
	Statement by the State Labor Inspectorate on Fulfillment of Occupational Safety and Health Obligations not older than one month from the date of publication of the public call	0
	Decision on approved Elaborate - issued by the Ministry of Environment and Physical Planning or the Unit for Local Self-Government	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)), or Application for A / B Integrated Environmental Permit	2
10151 10152	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after 01.11.2013	2
	Statement by the State Labor Inspectorate on Fulfillment of Occupational Safety and Health Obligations not older than one month from the date of publication of the public call	2

10 Explain in details what difficulties have you faced during preparation of application in regards to

collection of documents (Institutions have not supplied you with documents, you haven't been able to collect offers, etc..)

11 Following of the Memorandum of understanding between the Agency and Technical bodies, please name the type of some obstacles like templates etc;

12 Recommendations for improvement of IPARD

Problems with value and docs:

Signed and dismissed agreement	23
Total value of the acceptable cost is below the minimum	5
The contract is not signed	6
The applicant has not signed the agreements in the deadline of 30 days which are given in the decision for approval	1
the applicant gave up on the submitted request for IPARD funds	1
previous investment was not finalised	4
Request is not in the frame of the available budget / ranking list	37
Proposed investment from the applicant is not economically justified	1

Measure 103

GENERAL DATA

1	Name and surname				
1a	SEX	F	8	M	1
1b	Contact details (phone, e-mail, address)				
1g	TYPE OF ECONOMY AS REGOSTERED				
	LEGAL PERSON IN THE AREA OF SME	0			
	SMALL ENTERPRISE	12			
	MIDDLE ENTERPRISE	7			
	AGRICULTURAL COOPERATIVE	0			
2	Type of investment you applied for :				
	1031: Wine production				4
	1032: Fruit and vegetable processing				7
	1033: Milk and dairy production				3
	1034: meat products				5
					1
					9
3	<p>Please indicate the value of the requested financial support that you applied to get from IPARD? (not the total value, not your contribution but the amount you requested to be approved from the public budget)?</p> <p style="text-align: right; color: red;">enter the ammount in eur indicated</p>				
	0-10000				5
	10000-30000				4
	30000-50000				0
	50000-100000				5
	100000-150000				4
	150000-200000				0

				200000-300000	0
				over 300000	1
					19
4	Did you used consultancy support during the application process?	YES	8	NO	10
4a	By whom?				
	NEA		0		
	Private consultant		0		
	Local office of MAFWE		0		
	Other		8		
5	Did you reapplied for the same investments?	YES	3	NO	15
5a	Was the request approved?	YES	1	NO	1
56	After how many attempts?	First	2		
		Second	0		
		Third	0		
		more	0		
6	Have you reapplied again but for other type of investment	yes	15	no	2
7	Would you reapply fo IPARD 2007-2013investment again?	yes	17	no	2
8	Did you receive detailed response why you were rejected?	yes	14	no	4
9	If you received response was it because of:				
9a	Value of investments	yes	8	no	10
	Indicate what was the problem with the value :		3		
96	Incomplete documents	yes	14	no	4

9B Delay in submission of missing document in the period of 15 days to complete the application

			1
yes	2	no	5

9r Please indicate which of the documents were problem

List of general documents as published in the request by IPARDPA

6	Confirmation that the applicant is not in a bankruptcy procedure - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice	1
7	Confirmation that the applicant is not in liquidation proceedings - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice	1
8	If the investment involves only the purchase of equipment (not construction works) the following documents are submitted: Property list not older than 3m or a lease agreement for a facility with a duration of 5 years counting from the date of publication of the public call accompanied by a property list for the leased facility not older than 3m. or the Concession Agreement of the facility accompanied by a document for possession of at least 5 years validity and a property list not older than 3 months from the date of publication of the public call.	4
	If the investment includes construction work, a property certificate not older than 3m, or a Lease Contract for a building / facility with a duration of at least 10 years accompanied by a property certificate not older than 3m or a Concession Agreement for a building / facility accompanied by Minutes of introduction into possession with validity of at least 10 years Property certificate not older than 3 m.	1
14	Confirmation that the entity has no debt to MAFWE	3
18	For each item exceeding EUR 10,000, the applicant shall submit three to three quotations from different suppliers for: - Development of a Business Plan, and / or - Preparation of a Technical Proposal Project, and / or - Architects, and / or - Engineers, and / or - Consultation fee	4
20	Bank statement with stamp and signature of the bank for payment of general expenses	1
21	Proof of regularly settled liabilities to the respective bank on the basis of a credit agreement not older than one month from the date of publication of the public call.	5
22	Evidence confirming the ownership structure and activity of foreign suppliers not older than 3 months from the date of publication of the public call	1

List of specific documents in original version as in published request by IPARDPA

10311	Construction / Reconstruction / Adaptation / Upgrading / Upgrading Approval along with a copy of the revised Design / Reconstruction / Adaptation / Upgrading Design Documentation	2
	Confirmation of entry in the Register of Wine Producers by MAFWE not older than 3 months counting from the day of announcement of the public call	0
	Decision on approved elaborate issued by the MoEPP or the local self-government	0
10321	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	4
	Pre-agreements with agricultural producers or other form of co-operation with a proving supply of at least 30% of raw material for processing or a purchase agreement with agricultural producers proving regular supply of at least 30% of raw materials for processing or fresh production	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit) , or Application for A / B Integrated Environmental Permit	1
10322	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	2
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	1
	Evidence that existing production capacity is closed due to non-compliance with relevant Community standards relating to the protection of the environment, animal health and welfare, food safety and occupational safety issued by the competent authority which will be attached to the application.	0
	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	3
	Action Plan for Achieving Community Standards Approved by the Food and Veterinary Agency. If it is not submitted by the Food and Veterinary Agency, a procedure will be initiated for its ex officio collection.	3
	Pre-agreements with agricultural producers or other form of co-operation proving supply of at least 30% of raw material for processing or purchase agreement with agricultural producers proving regular supply of raw materials	3
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	3
10332	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	1
10331		

	Evidence that existing production capacity is closed due to non-compliance with relevant Community standards relating to the protection of the environment, animal health and welfare, food safety and occupational safety issued by the competent authority which will be attached to the application.	1
	Action Plan for Achieving Community Standards Approved by the Food and Veterinary Agency. If it is not submitted by the Food and Veterinary Agency, a procedure will be initiated for its ex officio collection.	1
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	1
10341	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	0
	Action Plan for Achieving Community Standards Approved by the Food and Veterinary Agency. If it is not submitted by the Food and Veterinary Agency, a procedure will be initiated for its ex officio collection.	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	0
10342	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	2
	Evidence that existing production capacity is closed due to non-compliance with relevant Community standards relating to the protection of the environment, animal health and welfare, food safety and occupational safety issued by the competent authority which will be attached to the application.	2
	Action Plan for Achieving Community Standards Approved by the Food and Veterinary Agency. If it is not submitted by the Food and Veterinary Agency, a procedure will be initiated for its ex officio collection.	2
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	2
10343	Approval for construction / reconstruction / adaptation / extension together with a copy of the revised design / reconstruction / adaptation / extension design documentation	2
	Evidence that existing production capacity is closed due to non-compliance with relevant Community standards relating to the protection of the environment, animal health and welfare, food safety and occupational safety issued by the competent authority which will be attached to the application.	2
	Action Plan for Achieving Community Standards Approved by the Food and Veterinary Agency. If it is not submitted by the Food and Veterinary Agency, a procedure will be initiated for its ex officio collection.	2
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	2

- 10 Explain in details what difficulties have you faced during preparation of application in regards to collection of documents (Institutions have not supplied you with documents, you haven't been able to collect offers, etc..)

- 11 Following of the Memorandum of understanding between the Agency and Technical bodies, please name the type of some obstacles like templates etc;

- 12 Recommendations for improvement of IPARD

Measure 302

GENERAL DATA

1	Name and surname				
	SEX				
1a	Contact details	Female	17	Male	19
1g	Toe of economy/ farm as registered				
	Individual farmer	5			
	Family farm	0			
	Trade company	30			
	Agricultural cooperative	1			

2	type of investment you applied for :				
	3021 Group of investments for establishment and upgrade of non -agricultural production activities in rural areas.				18
	3022 Group of investments for diversification of agriculture income				17
	3023 Investments for provision of agricultural services in rural areas				0
	3024 Group of investments for promotion of rural tourism activities in rural areas				1

3	Please indicate the value of the requested financial support that you applied to get from IPARD? (not the total value, not your contribution but the ammount you requested to be approved from the public budget)? enter the ammount in eur indicated				
	0-10000				1
	10000-30000				3
	30000-50000				5
	50000-100000				19
	100000-150000				4
	150000-200000				3
	200000-300000				0
	over 300000				0
					35

4	used support for the preparation of the application	yes	15	No	21
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4a	By whom		
	NEA		2
	Private consultant		5
	Local office of MAFWE		1
	Other		7

5	Did you reapplied for the same investments?	yes	3	No	33
5a	Was the request approved?	yes	1	No	2
5b	After how many attempts?	First	1		
		second	0		
		Third	0		
		more	0		
6	Have you reapplied again but for other type of investment	yes	13	No	23
7	Would you reapply fo IPARD 2007-2013nvestment again?	yes	32	No	4
8	Did you receive detailed response why you were rejected?	yes	14	No	21
9	If you received response was it because of:				
9a	Value of investments	yes	10	No	25
	Indicate what was the problem with the value :				

9b Incomplete documents

yes	29	No	7
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9b Delay in submission of missing documents

yes	14	No	21
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9r PLEASE INDICATE WHICH OF THE DOCUMENTS WERE PROBLEM

List of general documents as in the request form published by IPARDPA

1	Request for use of IPARD Program 2007-2013 - Measure 302	0
2	Valid ID or passport of applicant / responsible person of legal entity - copy	0
3	Current status - issued by the Central Register of the Republic of Macedonia, not older than three months from the date of publication of the public call,	0
		0
	Decision on acquiring the status of individual farmer in accordance with the Law on Pension and Disability Insurance - issued by the Pension and Disability Insurance Fund of Macedonia	0
	Certificate of regular employment of the applicant - issued by the Employment Service Agency of the Republic of Macedonia, not older than three months from the date of publication of the public call (if the applicant is engaged in agriculture as an additional activity)	0
		0
	Confirmation that the applicant is not in a regular employment relationship - issued by the Employment Service Agency of the Republic of Macedonia, not older than three months from the date of publication of the public call;	0
	Contract for work of duration not shorter than the Contract for granting financial support under this Program,	0
	Certificate for realization of pension right issued by the Pension and Disability Insurance Fund of the Republic of Macedonia	0
	Bank statement on paid retirement income for the last month before submitting the application for use of funds from the IPARD program 2007 - 2013, issued by the bank where a transaction account is opened (Uniform Register of Agricultural holdings)	0
		0
	Certificate of Registered Craftsman - issued by the Chamber of Craftsmen.	0
4	Confirmation that the applicant is not in a bankruptcy procedure - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice (this document does not apply to individual farmers and farmers)	0
5	Confirmation that the applicant is not in liquidation proceedings - issued by the Central Registry of the Republic of Macedonia, not older than three months from the date of publication of the public notice (this document does not apply to individual farmers)	0
6	Proof of completed education (at least secondary / high education), or Proof of secondary vocational education / training, or Statement by the applicant that he / she agrees to participate in vocational training relevant to the investment; Certificate of completed training in food hygiene and environmental protection (only for employees with inadequate education) - PHI Institute of Public Health, or centers of public health throughout the Republic of Macedonia, or Certificate of completed training in craft activities (Municipal or regional) craft chamber) - if the applicant is a craftsman.	1
7	Confirmation that at least one responsible person is a full-time employee in the Requesting Legal Entity - issued by the Employment Service Agency of the Republic of Macedonia, not older than three months from the date of publication of the public call (if the applicant is a legal entity), or an Employment Contract proving that at least one responsible person is engaged in the legal entity submitting the Request for the use of funds with duration not shorter than the duration of the financial support contract (if the applicant is a legal entity)	0

8	Construction / Reconstruction / Adaptation / Extension / Upgrading Permit together with: Copy of Revised Design Documentation on the basis of which Construction / Reconstruction / Adaptation / Upgrading / Upgrading Permit has been issued for approvals issued before 01.11.2013 or Revised Design Document electronic version (CD) / reconstruction / adaptation / upgrade / upgrade - for approvals issued after 01.11.2013	7
9	List of the number of employed persons with the applicant (legal entity) issued by the Employment Service Agency of the Republic of Macedonia not older than three months from the date of announcement of the public call.	0 0 0
10	Proof of land / facility ownership: Property List - issued by the Agency for Real Estate Cadastre of the Republic of Macedonia, not older than three months counting from the day of announcement of the public call. Proof of right to use land / facility: Land / facility lease agreement of at least 5 years, ie 10 years (counting from the date of the announcement of the public call) and an attachment to the land / facility on behalf of the lessor issued by the Real Estate Cadastre Agency of the Republic of Macedonia, no. older than three months from the date of publication of the public notice. Concession agreement for land / buildings owned by the Republic of Macedonia with a validity of at least 5 years, ie 10 years counting from the date of publication of the public call with Minutes for introduction into possession, together with a property certificate and a geodetic report.	11
11	Confirmation that the investment is in accordance with the Local Development Strategy of the relevant municipality in which the investment is located - issued by local government, or - Explanation in the business plan for the project contribution to the development of the local economy if the local government unit in whose territory it is located the investment has not adopted the Local Development Strategy (Chapter 5.1 of the Guidelines for Business Plan Development), or an Explanation in the Technical Proposal for Contributing to the Local Economy Development if the Local Government Unit on whose Territory the Investment is located has not adopted the Local Development Strategy development	7
12	Business Plan / Technical Proposal Project Developed in accordance with the Business Plan Preparation Guidelines	16
13	Offer / Contract / Invoice for: Business Plan Development / Technical Proposal Design or Development of Project Documentation, and / or Consultant Fees, and / or Development of Feasibility Studies, and / or Patent Rights, and / or Licenses	20
14	For each item exceeding EUR 10,000, the applicant shall submit three to three quotations from different suppliers for: - Development of a Business Plan, and / or - Preparation of a Technical Proposal Project, and / or	9

	- Architects, and / or - Engineers, and / or - Consultation fee	
15	For a product valued at less than EUR 10,000 in Denars the following shall be submitted: an offer containing the technical specification and the country of origin and the manufacturer and a statement by the manufacturer / supplier of the country of origin of the offered product, not older than three months from the date on the announcement of the public call, OR For a product with value in excess of EUR 10,000 in Denar counter value: 3 bids from different manufacturers / suppliers which should contain technical specification and country of origin and manufacturer, statements by manufacturers / suppliers of country of origin of the offered product and explanation by the applicant for the reasons for the selection of the specific offer, no older than three months from the date of publication of the public notice.	10
16	Bank statement with stamp and bank signature proving payment of overheads	0
17	Confirmation that the applicant has no outstanding liabilities to the Ministry of Agriculture, Forestry and Water Economy for the last fiscal year - issued by the Ministry of Agriculture, Forestry and Water Economy	1
18	Confirmation that the applicant has no outstanding liabilities on the basis of taxes, health and pension insurance - Public Revenue Office of the Republic of Macedonia.	1
19	Proof of regularly settled liabilities to the respective bank on the basis of a credit agreement not older than one month from the date of publication of the public call.	0
20	Evidence confirming the ownership structure and activity of foreign suppliers not older than 3 months from the date of publication of the public call	1
21	Book of fixed assets updated on the day of the announcement of the public call; List of applicant's current status, updated with the date of publication of the public call	0

List of specific documents in original as published by IPARDPA

30211	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Unit of Local Self-Government, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or Local Government Unit), or Application for A / B Integrated Environmental Permit.	5
	Certificate of registered production capacities in the register of agricultural holdings - issued by the regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of publication of the public call.	0
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	1
	Authorization / Decision for performing the activity issued by the Food and Veterinary Agency.	0
	Statement on performing additional activity for agricultural holdings - Ministry of Agriculture, Forestry and Water Economy	0
	Proof of Registration in the Chamber of Craftsmen - issued by the Chamber of Craftsmen	0

30212	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)), or Application for A / B Integrated Environmental Permit	2
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	1
	Authorization / Decision for performing the activity issued by the Food and Veterinary Agency.	1
	Evidence for implementation of standards in the field of Good Manufacturing Practice and / or Good Laboratory Practice - Ministry of Health (State Sanitary and Health Inspectorate of RM)	1
	Authorization for registration in the register of fertilizer producers - issued by the Phytosanitary Directorate - Ministry of Agriculture, Forestry and Water Economy. Authorization for listed fertilizer in the fertilizer list - issued by the Phytosanitary Directorate - Ministry of Agriculture, Forestry and Water Economy - copy.	0
	Authorization for registration in the Register of production, marketing and wholesale and retail in specialized stores for plant protection - issued by the Phytosanitary Directorate - Ministry of Agriculture, Forestry and Water Economy	0
	Certificate of approval of plant protection products - issued by the Phytosanitary Directorate - Ministry of Agriculture, Forestry and Water Economy - copy.	0
30213	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit	0
	Authorization / Decision for performing activity issued by the Food and Veterinary Agency.	0
	Contract for transferring other forest products through buyout points - PE Macedonian Forests	0
30214	Certificate of Enrollment in the Records of Craftsmen - issued by the Chamber of Craftsmen.	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)), or Application for A / B Integrated Environmental Permit	0
	Certificate of reported production capacities in the Single Register of Agricultural holdings issued by a regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of publication of the public call.	0
	Decision to perform additional activity for agricultural holdings	0
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
30215	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit -	0

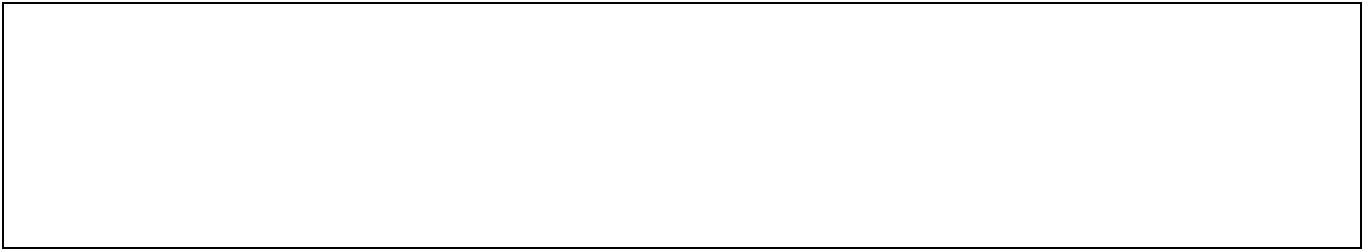
	(Ministry of Environment and Physical Planning or the Local Government Unit)), or Application for A / B Integrated Environmental Permit	
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
	Establishment of a social protection institution with accommodation and child care / day care social protection, issued by the Ministry of Labor and Social Policy.	0
	Proof of activity issued by the Agency for Youth and Sport.	0
	Certificate of Enrollment in the Records of Craftsmen - issued by the Chamber of Craftsmen.	0
30221	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)), or Application for A / B Integrated Environmental Permit	1
	Certificate of registered production capacities in the register of agricultural holdings - issued by the regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of publication of the public call.	0
	Statement on performing additional activity for agricultural holdings - Ministry of Agriculture, Forestry and Water Economy	0
	Proof of registration in the Register of production, processing, trade in seeds - issued by the Directorate of Seeds and Seedlings (Ministry of Agriculture, Forestry and Water Economy).	1
	Seed / Seed Material Certificate - issued by the Seed and Seed Material Directorate (Ministry of Agriculture, Forestry and Water Economy) - copy	0
	Proof of registration in the Register of production, processing, trade of seedlings	0
	Sketch of the distribution network for investments containing irrigation systems.	0
	List of cadastral parcels by type of crop for seed and seed production.	1
	Copy of cadastral plan with facility and land for production and / or planting plan.	1
	Water use permit for aquaculture - issued by the Ministry of environment and physical planning.	0
	Aquaculture permit - issued by the Ministry of Agriculture, Forestry and Water Economy.	0
	Proof of waste storage, treatment and / or waste processing - issued by the Ministry of Environment and Physical Planning.	0

	Proof of registration for production / trade of reproductive material from forest tree species - issued by the Ministry of Agriculture, Forestry and Water Economy.	0
30231	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit,	0
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
	Structure of Revenue by Applicant's activities, certified by signature and seal by applicant, responsible person / manager and accountant.	0
	Certificate of registered production capacities in the Register of Agricultural holdings - issued by the regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of announcement of the public call.	0
30232	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)),	0
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
	Structure of Revenue by Applicant's activities, certified by signature and seal by applicant, responsible person / manager and accountant.	0
	Proof of veterinary activities - issued by the Food and Veterinary Agency.	0
30241	Confirmation that the facility is not registered as a protected cultural heritage or is not in an area of protected cultural heritage status issued by the Ministry of Culture	0
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	0
	Certificate of registered production capacities in the Register of Agricultural holdings - issued by the regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of announcement of the public call.	0
	Decision on performing additional activity for agricultural holdings - issued by the Ministry of Agriculture, Forestry and Water Economy.	0
	Opinion that the project complies with the Law on Protection of Cultural Heritage - issued by the Ministry of Culture	0
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit,	0
	Architectural design prepared by a certified architect confirming that the object being invested complies with the traditional style of construction characteristic of the site / region where the investment is planned.	0
	Categorization of catering establishments (Catering facilities / Catering establishments) - Categorization Commission.	0

30242	Submitted Application for fulfillment of the minimum technical requirements for performing catering activity (Catering Services / Catering Activity) to the Ministry of Economy	0
	Opinion that the project complies with the Law on Protection of Cultural Heritage - issued by the Ministry of Culture	1
	Confirmation that the facility is not registered as a protected cultural heritage or is not in an area of protected cultural heritage status issued by the Ministry of Culture	1
	Statement by the State Labor Inspectorate on compliance with the Occupational Safety and Health obligations not older than one month from the date of publication of the public call.	1
	Decision on approved environmental report / study issued by the Ministry of Environment and Physical Planning or the Local Government Unit, or A / B Integrated Environmental Permit - (Ministry of Environment and Physical Planning or the Local Government Unit)),	1
	Certificate of registered production capacities in the Register of Agricultural holdings - issued by the regional unit of the Ministry of Agriculture, Forestry and Water Economy no older than 3 months from the date of announcement of the public call.	1
	Decision on performing additional activity for agricultural holdings - issued by the Ministry of Agriculture, Forestry and Water Economy.	1
	Categorization of catering establishments (Catering facilities / Catering establishments) - Categorization Commission.	1
	Architectural design prepared by a certified architect confirming that the object being invested complies with the traditional style of construction characteristic of the site / region where the investment is planned.	1
	Submitted Application for fulfillment of the minimum technical requirements for performing catering activity (Catering Services / Catering Activity) to the Ministry of Economy	1

- 10 Explain in details what difficulties have you faced during preparation of application in regards to collection of documents (Institutions have not supplied you with documents, you havent been able to collect offers, etc..)

- 11 Following of the Memorandum of understanding between the Agency and Technical bodies, please name the type of some obstacles like templates etc;



12 Recommendations for improvement of IPARD

ANNEX 5 Document Reference list

1	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2011, December 2011
2	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2011, June 2011
3	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2012 (Status December 2011-June 2012), July 2012
4	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2013 (Status: December 2012-May 2013), May 2013
5	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2013, December 2013
6	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2014, June 2014
7	Progress Report on the implementation of the Annual Action Plan for communication and publicity for 2014, February 2014
8	Progress Report for implementation of the Annual Action Plan for communication and publicity in 2015, (January - June 2015), July 2015
9	Report for progress in implementation of the Annual Action Plan of the communication and publicity in 2015, (July – December 2015)
10	Survey questionnaires for the needs of the current IPARD programme assessment, dated in 2010
11	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2010 – 31st of December, 2010
12	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2011 – 31st of December, 2011
13	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2012 – 31st of December, 2012
14	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2013 – 31st of December, 2013
15	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2014 – 31st of December, 2014
16	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2015 – 31st of December, 2015
17	Annual Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2016 – 31st of December, 2016
18	Final Report for Implementation of the IPARD Programme 2007- 2013 of the Republic of Macedonia for the period 1st of January, 2007 – 31st of December, 2017
19	Final Report on the systematic audit for 2015 on IPARD Management authority issued by Audit Authority for audit of the European Union pre-accession assistance

20	Final Report on the systematic audit for 2016 on IPARD Management authority issued by Audit Authority for audit of the European Union pre-accession assistance
21	Minutes No. 2 of the First Meeting of the IPARD Monitoring Committee
22	Minutes No. 3 of the Third Meeting of the IPARD Monitoring Committee
23	Minutes No. 4 of the Fourth Meeting of the IPARD Monitoring Committee
24	Minutes No. 5 of the Fifth Meeting of the IPARD Monitoring Committee
25	Minutes No. 6 of the Sixth Meeting of the IPARD Monitoring Committee
26	Minutes No. 7 of the Seventh Meeting of the IPARD Monitoring Committee
27	Minutes No. 8 of the Eighth Meeting of the IPARD Monitoring Committee
28	Minutes No. 9 of the Ninth Meeting of the IPARD Monitoring Committee
29	Minutes No. 10 of the Tenth Meeting of the IPARD Monitoring Committee
30	Minutes No. 11 of the Eleventh Meeting of the IPARD Monitoring Committee
31	Minutes No. 12 of the Twelfth Meeting of the IPARD Monitoring Committee
32	Minutes No. 13 of the Thirteenth Meeting of the IPARD Monitoring Committee
33	Minutes No. 14 of the Fourteenth Meeting of the IPARD Monitoring Committee
34	Minutes No. 15 of the Fifteenth Meeting of the IPARD Monitoring Committee
35	Minutes No. 16 of the Sixteenth Meeting of the IPARD Monitoring Committee
36	Minutes No. 17 of the Seventeenth Meeting of the IPARD Monitoring Committee
37	Commission decision of on a Multi-annual Indicative Planning Document (MIPD) 2008-2010 for the former Yugoslav Republic of Macedonia
38	Commission decision of 27.08.2010 on the indicative allocations covering the period 2010-2012 for Croatia, the former Yugoslav Republic of Macedonia, Turkey, Albania, Bosnia and Herzegovina, Montenegro, Serbia, Kosovo*, and for the Multi-beneficiary programme
39	Multi-annual Indicative Planning Document (MIPD) 2009-2011 the former Yugoslav Republic of Macedonia
40	I Modification of the IPARD Programme 2007-2013
41	II Modification of the IPARD Programme 2007-2013
42	III Modification of the IPARD Programme 2007-2013
43	IV Modification of the IPARD Programme 2007-2013
44	V Modification of the IPARD Programme 2007-2013
45	VI Modification of the IPARD Programme 2007-2013

46	VII Modification of the IPARD Programme 2007-2013
47	VIII Modification of the IPARD Programme 2007-2013
48	National Programme for Agriculture and Rural Development relevant to the period of IPARD 2013 - 2017
49	Rulebook on the detailed additional conditions for support of rural development measures, eligible costs and amount of support for eligible costs per individual measure
50	Programme for financial support of rural development for year 2015
51	Action Plan for the operations envisaged under the Technical Assistance Measure (APT)
52	Annual Implementation reports for IPARD 2 (2014-2020) Programme.
53	Rule Books relating to each of the measures under IPARD 2007-2013.
54	Rules on selection of beneficiaries under IPARD 2007-2013.
55	National Strategy for Agriculture and Rural Development relevant to the period of IPARD 2007-2013.
56	Details of parallel programmes under the Programme for Financial Support for Rural Development 2015 (National Measures 112 and 121).
57	Multi-Annual Indicative Planning Document. 2011-2013, 2007-2010(?).
58	Reports on spot controls/prior approval/prior payment and ex post controls under each measure
59	IPARD Programme Document for 2014-2020
60	List of contacts of IPARD 2007-2013 Applicants

ANNEX 6: Indicators and Evaluation Issues

The IPARD 2007-2013 programme set quantified targets for EU common indicators and Programme specific indicators with quantified targets.

The indicators were detailed in the initial programming documents. These were amended over a series of modifications of the programme. In total there were 8 modifications of the programme within IPARD 2007-2013.

Measure 101

Quantified targets for EU common indicators

Type of indicator	Indicator	Target
Output on measure level	Number of applications received	2,700
	Number of applications approved	2,160
	Number of farms/holdings supported	2,160
	Total volume of investments	91,5 million EUR
Result on measure level	Number of holdings/enterprises introducing/upgrading to Community standards or modernization of production techniques	100%
	Increase in GVA in supported holdings/enterprises (range %)	5% - 8%
Impact (programme level)	Economic growth in agriculture - net additional added value in PPS	*
	Labour productivity in agriculture - change in gross added value per full time equivalent (GVA/FTE)	% *

Programme specific indicators and quantified targets

- Share of reconstructed vineyards of the total area of vineyards (approx.5%)
- Share of reconstructed orchards of the total area of orchards (approx.5%)
- Share of constructed/reconstructed fixed greenhouses of the total area under fixed greenhouses (approx. 30%)

- Share of constructed/reconstructed glasshouses of the total area under glasshouses (approx.5%)
- Share of projects including post-harvest activities into total number of projects under Measure 101 (approx. 8%)
- Share of assisted agricultural holdings that have introduced animal welfare improvements of the total number of livestock agriculture holdings in the concerned priority sector (approx. 4%)
- Share of assisted agricultural holdings that have improved milk hygiene requirements according to Community requirements of the total number of livestock agriculture holdings – dairy cows, sheep or goat (approx. 4%)
- Share of assisted agricultural holdings that have improved farm manure storage practices of the total number of livestock agriculture holdings – cattle, sheep, goat, pig and poultry (approx. 4%)
- Share of young farmers of total assisted farmers (approx. 18%)
- Share of women of total assisted farmers (approx. 15%)
- Share of assisted agricultural holdings located in the mountainous areas of total assisted agricultural holdings (approx. 15%)

Measure 103

Quantified Targets for EU Common Indicators:

Type of indicator	Indicator	Target 2007 - 2013
Output on measure level	Number of applications received	190
	Number of applications approved	170
	Number of establishment supported	170
	Total volume of investment	72.5 million EUR
Result on measure level	Number of supported establishments introducing Community standards	100%
	Increase in GVA in supported holdings/enterprises (range %)	7% - 10%
Impact (programme level)	Economic growth in food sector - net additional added value in PPS	
	Labour productivity in food sector - change in gross added value per full-time equivalent (GVA/FTE)	%*

* To be completed by means of survey and other evaluation models, carried out by MA, for the purpose of interim and ex-post evaluation

Programme Specific Indicators and Quantified Targets

- Share of modernized processing establishments of total registered establishments in the priority sectors covered by the measure (approx. 80%)
- Share of reconstructed slaughterhouses in full compliance with Community standards of total registered slaughterhouses (approx. 90%)
- Share of supported establishments that have improved milk hygiene requirements according to Community requirements of total registered milk and dairy establishments (approx. 70%).

Measure 302

Quantified targets for EU common indicators

Type of indicator	Indicator	Target
Output	Total number of applications received (per sector)	417
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	286
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	61
	(3023) Promoting rural tourism activities in rural areas	70
	Total number of applications approved (per sector)	155
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	72
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	37
	(3023) Promoting rural tourism activities in rural areas	46
	Total number of beneficiaries (per sector)	155
	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	72
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	37
	(3023) Promoting rural tourism activities in rural areas	46
	Total volume of investments, million € (per sector)	31.030 million EUR

	(3021) Establishment and upgrade of non-agriculture production activities in rural areas	9.930 million EUR
	(3022) Diversification of agriculture income and provision of agriculture services in rural areas	8.378 million EUR
	(3023) Promoting rural tourism activities in rural areas	12.722 million EUR
Result	Gross Number of jobs created	112
	Gross Number of jobs maintained	364
	Increase in GVA in supported holdings/enterprises (%)	3%-5%
Impact	Economic growth - net additional added value in PPS, €	*
	Labour productivity - change in gross added value per full-time equivalent (GVA/FTE), %	*

** Intended to be completed by means of survey and other evaluation models, carried out by MAFWE and provided for the purposes of interim and Ex-post evaluation*

Programme specific indicators and quantified targets

Monitoring indicators:

- Number of new micro-small enterprises established and active in the rural areas (N)
- Number of projects diversifying economic activity of agriculture holdings (N)
- Number of new jobs for rural dwellers created /to be monitored/
- Number of beds in rural tourism modernized and created (N)

Evaluation indicators:

- Increase in non-agricultural GVA to be monitored

The final modification (8) significantly changed the performance indicators for this measure. They are detailed in section 6 of this report.

ANNEX 7. Minutes of Meetings

Kick off Meeting Minutes

	Agenda Item	Action
1.	Approval of Agenda No official agenda was set for this meeting.	NA
2.	Approval of Minutes from Last Meeting There are no minutes of the previous meeting because this was the first (kick-off) meeting.	NA
3.	Agenda topics The kick-off meeting was organized by the representatives from the Department for management of IPARD within the Ministry for Agriculture, Forestry and Water Economy. Representatives of EU Delegation and project team members were invited to participate in the kick-off meeting. The following topics of the meeting were set: Welcome and introductory note Presentation of participants Project context, expected results and time schedule Clarification on administrative issues Concluding remarks	NA
4.	Welcome note Mr. Kiril Risteski opened the meeting by welcoming the attendees. He then explained the role of each of Ministry's employees present at the meeting.	NA
5.	Presentation of participants Attendees present at the meeting briefly introduced themselves	NA
6.	Project context, expected results and time schedule Mr. Anteski, took the chair, and introduced the role of the Managing Authority (MA), Unit for programming and implementation, which is responsible for	Consultant to revise work plan and time schedule in the

	<p>activities regarding implementation of the IPARD Programme. He also informed that Mr. Dushko Jakimovski from the same unit, was designated Project Manager for this project, on behalf of the Managing Authority.</p> <p>Mr. Anteski emphasized that although the project duration was envisaged to nine months, due to the delay in commencement; the final report would be expected before the end of December 2019. He therefore asked the Consultant team to revise the project time schedule within the inception phase, and propose an updated work plan, which would enable the meeting of the new expected deadlines. At the same time Mr. Anteski informed that the Managing authority was committed to assist the Consultants whenever necessary to help accomplish their mission and within this new schedule.</p> <p>Project Terms of Reference were then discussed and objectives and expected outputs clarified. The importance of the project results for the Managing authority was highlighted. Recommendations resulting from the project are expected to help improve the quality of the direct programming and the implementation policy of MA.</p> <p>Mr. Gill noted that close cooperation shall be established with MA, whose support shall be expected already in the inception phase, with the analyses of data availability and identification of gaps. He also informed that in order to speed up works, inception and desk phase shall be overlapped as much as possible.</p> <p>All parties agreed that open and transparent work should be crucial for the project success.</p>	inception phase
7.	<p>Clarification on administrative issues</p> <p>Report templates were made available to the Consultant.</p> <p>A Steering Committee is not planned for this project.</p> <p>Subcontractors other than those already declared within the Consultant's offer, shall be subject of prior approval by the Contracting Authority.</p> <p>Approval of Non-Key experts is not required.</p>	
8.	<p>Concluding remarks</p> <p>MA shall organize a meeting with FADN representatives, at the beginning of the following week.</p>	NA
9.	<p>Date of the Next Meeting</p> <p>The next meeting regarding project management shall be organised as</p>	Information on the Schedule for the

	<p>necessary, and in accordance with the Work Plan presented in the Inception Report. The inception report will also outline a list of other expected meetings with institutions, organisations and individuals related to this IPARD programme.</p>	<p>forthcoming meetings and site visits to be distributed in due time</p>
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Minutes of meeting

Date & time: 12/11/2019, 11:30h

Place: Skopje

IPARD ex-post evaluation team MAP, Macedonian Association of Processors

- Project Planning and Management Ltd.

- Sasho Ristoski

MAP has more than 30 companies as members and they have 70% of the entire country production of canned, freeze and dried processed products (fruits and vegetables). Sasho Ristoski is full time member of the IPARD monitoring committee. According to him, IPARD has very bad image in the first period, mostly because the politicians misused IPARD as “money for everyone”, but in fact IPARD 2007-2013s a tool for improvement of the competitiveness and for improvement.

One of the problems in IPARD was the bad negotiation process done in Brussels by the Macedonian negotiators.

IPARD monitoring committee meets 3 to 4 time a year, but for any serious changes to be made, 2 years will have to pass because of the long and complicated procedures and approval from Brussels.

IPARD 1 has many structural problems, for example: company owner can not be older than 59 years!!! Also, very unexperienced people were involved in the drafting / writing of IPARD 1 procedures. IPARD 1 has very long payment procedures (max 3 months), but the problems were even bigger with the evaluation of the applicants. Other problems were found in the segment where empty applications were submitted, in the documentation which was prepared by NEA, some of these application lack basic information. Last but not least is the problem IPARD PA has with the big staff turnover, with rate of over 30%

But not every story related to IPARD 1 is bad, there are many successful stories, and mostly these companies have improved their production processes in terms of automatization and increasing the capacities.

One of the members of MAP, LARS from Stip, is a good example of usage of IPARD funds (550.000 Euros). With the support of this program, they have doubled the export in 7 years

Minutes of meeting

Date & time: 12/11/2019, 09:30

Place: Skopje, premises of NFF

IPARD ex-post evaluation team NFF, National federation of farmers

- Project Planning and Management Ltd.

- Stevan Orozovic

- Biljana Petrovska

NFF is the most representative organization of rural people in N Macedonia. Their office is made up of 6 employees, 2 regional offices and 3 info points. They have membership base of 3500 farmers, with paid membership fee and outreach to 10.000 farmers throughout the country. They are active in 4 areas: 1. Lobbying, 2. Information dissemination, 3. Education / trainings and 4. Gender equality.

At the moment they are having cooperation mostly with bilateral donors (We Effect, SIDA), EU funds are in a way too complicated for them.

In relation to their experiences with IPARD 1, NFF have produces one analysis, where they are pointing out the pros and cons of IPARD 1. These are the problematic areas of the program:

- IPARD 1 was not attractive for the farmers, since they have problems with providing collateral
- Farmers were usually buying apartments in Skopje so they can have a credit from the bank
- Farmers had problems with the land transformation, from agricultural into construction land
- IPARD 1 has very long application and implementation procedures
- One specific problem in IPARD 1 was the issue of seeds and seedlings
- IPARD PA is / was understaffed, they need more employees
- NFF is no longer part of the IPARD monitoring committee in the MAFWE
- One of the problems in the rural development policy is the fact the government have 2 similar programs:

IPARD and Program for rural development, which is rather a social tool and not a development policy (anyone can apply and can win funds). This situation leads towards less interest in applying for IPARD. National institutions should think about a solution where these 2 programs will not have a competitive character, but would rather be a complementary to each other

- N Macedonia has 90.000 households (this is a big number)
- MAFWE was very late with the opening of M&E department (in 2019!!!)
- Land consolidation is another problem in the country
- In the last years, big resources were directed towards opening of new distribution centers for fruits and vegetables (KfW – 18 mil Euros, WB – 27 mil. Euros)
- For comparison purposes: Slovenia has 400 employees in the agricultural sector for IPARD purposes and Macedonian has 1300 employees in different institutions for IPARD purposes

- There is one big systematic issue in the setting of IPARD system: IPARD PA is not obligate to report for its activities towards MAFWE, but only to the Government
- NFF has meetings with both institutions, MAFWE and IPARD PA, but in a separate meeting, not on a joint meeting.

Minutes of meeting

Date & time: 13/11/2019, 15:00h

Place: Radovis

IPARD ex-post evaluation team LAG Plachkovica, Radovish

- Project Planning and Management Ltd.
 - Aleksandar Jashkov, NGO Kruna Plus
 - Stole Georgiev, NGO CELOR
 - Stole Lazarev, LAG Plachkovica
-

LAGs (local action groups) as format or tool of rural development were not part of IPARD 1 structure, but anyhow, this organization have some relation to IPARD 1 (one of the members of LAG Plachkovica is user of IPARD funds, that is the company Best Food from Radovis).

LAG Plachkovica is established on the territory of 4 municipalities: Radovish, Konche, Karbinci and Stip. One of the reasons why LAGs are not part of IPARD 1 and 2 is the fact that IPARD PA is not accredited for LEADER approach, so they can not make any payments towards LAGs (although IPARD 2 has foreseen 2.000.000 Euros for LEADER). Usually, in LEADER, LAGs are applying with programs, not projects and they work through sub-granting.

In 2019, MAFWE made the first payments towards LAGs and previously, in 2018 LAGs were registered (first payments were made on 07.11.2019). These funds were payed from the National Program for rural development. Each LAG received 800.000 MKD (aprox. 13.000 Euro). These funds were paid for the operational costs of LAGs (M413), while projects will be financed through M412.

Following the experience from the field, LAG members mentioned that farmer's complaint on the high level or rigorous implementation of IPARD program and apart from the measure 101, they did not have the interest for the other 2 measures (103 and 302).

Farmers in this part of the country, eastern part have very low capacities in preparation of applications, but also had very low financial capacities for pre-financing of any agro-investments. Some of the farmers mentioned that IPARD PA did not follow the rule of 65% subsidy for the rural areas above 700 meters' altitude. It was also mentioned that in their region, there was interest from some big investors for much bigger investments, meaning IPARD 2 or 3 should raise the limit much above the level of 2 or 3 million euros.

They also suggested that if it is possible, there should be gradation in the rules for application and smaller farmers should have easier access, for example trough templates.

They gave one practical solution for easing the procedure: IPARD PA should follow the rules of FITR (Fund for innovation and technological development), where the applicant opens new account and pays 30% of the total investment in 4, 6 or 8 instalments (70% is subsidy by the state) and there is no need for pre-financing.

MinuMinutes of meeting

Date & time: 14/11/2019, 12:00h

Place: NEA hq, Bitola (National Extension Agency for agricultural services)

IPARD ex-post evaluation team NEA

- Project Planning and Management Ltd.

- Elgafar Jusufi, director of NEA

- Petar Andonov, advisor

This was a great opportunity to meet the representatives of NEA and see their point of view on the challenges that need to be tackled and solved for successful IPARD 2 implementation.

Director Jusufi is relatively new in this organization / institution, 18 months and that is why he asked Andonov to join us for this meeting, since he has more experience with the implementation of IPARD 1.

They mentioned that NEA has assisted in the preparation of 811 applications, in IPARD 1 (during the whole period of 9 years and 10 Calls), but for comparison only, in the first 2 calls of IPARD 2 they have assisted in more than 1000 applications. According to them, this fact shows some improvements in the application procedures and bigger awareness about the possibilities IPARD 2007-2013s offering.

In relation to IPARD 1, NEA representatives have mentioned several issues that were problematic in the implementation process:

- Lack of sufficient number of personnel (their personnel was involved in assisting the IPARD applicants, although they had other obligations, according to their contracts)
- Lack of enough trainings for the NEA employees
- Not-well defined communication procedures with IPARD PA and MAFWE
- Problems with the ownership of the land
- Emigration of young people
- Late payments on behalf of the IPARD PA
- Long procedures in IPARD PA

Asked why were there less successful application in Polog and Northeast region, director said that main reasons were problems with the land ownership and very small interest from the young population.

Minutes of meeting

Date & time: 14/11/2019, 14:00h

Place: Resen municipality

IPARD Ex-post evaluation team Municipality of Resen

- Project Planning and Management Ltd.

Zhivko Gosharevski, Mayor of Resen municipality

Municipality of Resen was chosen for more interviews with relevant stakeholders due to the fact that they had biggest number of successful individual applications. One of these interviews was scheduled with the mayor, Mr. Zhivko Gosharevski.

Mayor Gosharevski has been on this position for few years and got involved with IPARD 1 only for year of two of his mandate, but was well aware of the challenges related to this program. On behalf of the municipality, they were only involved in IPARD 2007-2013 in the special planning and information dissemination.

Spatial planning was major problem for all rural municipalities, but each of them tried to solve them in the frame of their specific situations. Mayor said that the problem was located in the cancelation of the spatial plans in 2013, without imposing a new one. Now this issue is solved with the preparation of general acts for the rural settlements. But even though, there are still many problems.

For their specific case, Resen, as a municipality has big problem with staffing, they cannot find inspector for construction and building purposes.

One interesting information was that the Macedonian government together with World Bank are planning construction of new warehouses for the apple. This is important because IPARD 2 foresees such investments and this would mean duplication of funds for same type of investments.

Minutes of meeting

Date & time: 14/11/2019, 15:00h

Place: municipality of Resen

IPARD ex-post evaluation team NGO Blagoj Kotlarovski, Resen

- Project Planning and Management Ltd.

Frosina Gjorgievska

This was the last meeting in the area of Resen municipality, but it gave us very interesting insight in the reasons why Resen was the municipality with the biggest number of successful applications, under the IPARD 1.

Ms. Frosina Gjorgievska had several hats / roles in the ecosystem in Prespa. She is the president of NGO Blagoj Kotlarovski, member of LAG Prespa (this LAG is not yet functional due to some bureaucratic issues), member of the NFF gender equality working group and an individual farmer.

She stated that she is part of NGO BK since 2006 and she works in the pedological laboratory for testing the soil quality. This service provides them with some regular income. In relation to IPARD she stated that her association provided strong support for the farmers in Prespa area for relatively low process. Farmers, who are members of their association, usually pay only annual membership fee (10 Euros) and the association would help them with the preparation of documents for IPARD 1 application (applicants would additionally receive all necessary advices in relation to collecting the documents and step by step assistance). She said that almost all of their application was successful (around 40 of them). According to her, crucial for such good performance was the committed support on behalf of their association and also the well created network of contacts, especially with the NEA offices.

It is important that almost all of their application assistance was related to measure 101, but for the new period IPARD 2, they expect that the process will be more complicated, since the applicants will have to invest more in processing purposes, in order to have bigger value added.

One part of the conversation was focused on the value adding to the apple through processing. And in that sense the most appropriate investments are warehouses and processing of vinegar and beer, but the farmers need more experience, knowledge and courage to do the investments in these segments.

LAG Prespa is not functional because members of this group are entities from one municipality only (due to the geographical characteristics of Prespa, it is hard to involve any entity out of Prespa).

It is important to mention that NGO BK helps farmers with many other MAFWE programs, not only IPARD.

ANNEX 8. Legislation related to IPARD Programming

The following documents represent the legal basis for the implementation of the IPARD Program in North Macedonia.

- Following the Agreement for cooperation with the EU in 1997, in April 2001 the country signed a Stabilization and Association Agreement with the EU, enabling it to get almost tariff-free access to European markets. After its ratification in the parliaments of all EU member-states, SAA entered into force on 2nd of April 2004.
- -The country's application for EU membership was formally submitted in Dublin on 22nd of March 2004, followed by the submission of the responses to the EU questionnaire in Brussels on 14th of February 2005.
- In October 2005, the EC made positive recommendations regarding the country's candidate status, & in December 2005, the recommendations were accepted by the European Council and the country was given the status of candidate for EU membership.
- On 17 July 2006, the Council of the European Union adopted Regulation (EC) No. 1085/2006 establishing an Instrument for Pre-Accession Assistance (IPA). As a candidate country, the Republic of Macedonia has access to all five IPA components.
- On 30th of October 2007, Financial Agreement for 2007 National Programme under the Instrument for Pre-Accession Assistance (IPA) and the Framework Agreement were signed between Republic of N. Macedonia and the Commission of the European Communities on cooperation for financial assistance. Republic of N. Macedonia was the first country in the region whose projects were approved by the EC and the first country in the region to sign the Financial Agreement thus enabling use of IPA funds.
- In February 2008, the Council adopted the Accession Partnership for Republic of N. Macedonia, identifying key priorities for progress and areas where efforts are required in the accession process.
- Since October 2009 - Following the progress made in achieving full compliance with the Stabilisation and Association Agreement, the progress in fulfilling the political criteria, the progress in the implementation of the acquis, as well as the progress made regarding all areas covered by the visa liberalization dialogue, the European Commission has recommended start of the accession negotiations for full-fledged membership of the Republic of Macedonia to the EU.
- December 2009 - In the framework of the visa liberalisation dialogue process, following the significant progress made in the areas of justice, freedom and security and the fulfilled roadmap benchmarks, the visa obligation for citizens of the Republic of Macedonia was lifted on 19th of December 2009.
- On 15th of March 2012, the High Level Accession Dialogue was created led by the Prime Minister of the Government of the Republic of North Macedonia and the Commissioner for enlargement Stefan Fule. The dialogue brought dynamic in the reform process for accession to the European Union by strengthening confidence and increasing the European perspective of the country, and it is focused on the key

challenges on these 5 areas: freedom of expression in media; rule of law, reform of the public administration, electoral reform and strengthening of the market economy.

Other key legislation also related to the IPARD 2007-2013 Programme includes:

Detailed list of the legal acts, strategies and compliant EU regulations and measures are:

1.National Legal Framework

- Law on Agriculture and Rural Development (OG 134/07)
- Law on Farm Accountancy (FADN) (OG 110/07)
- Law on Wine (OG 69/2004)
- Book of rules (OG 38/06) on the oenological means and procedures applied in the wine production and methods for partial dehydration of grape must
- Book of rules (OG 38/06) on methods for analysis for determining the chemical composition of the wines and the method of refractometer usage
- Classification of vine varieties for wine production (OG 6/2007)
- Book of rules on the form, the content and the dimensions of the wine label and other details on the label (OG 94/07).
- Book of rules on the conditions regarding the premises and equipment for wine production (OG 94/07)
- Book of rules on the conditions regarding premises and equipment of the authorized laboratories for oenological testing and analysis (OG 94/07)
- Law on Livestock Breeding (OG 61/97)
- Law on Agricultural Land (OG 25/98, 18/99 and 2/04)
- Law on Tobacco (OG 24/06)
- Law on Agriculture Activity (OG11/02)
- Law on Promoting Agriculture Development (OG 24/92, 32/92, 83/92, 78/93, 14/96)
- Establishing Agency for Promoting Development in Agriculture (OG 03/98)
- Law on Agricultural Inspection (OG 38/04)
- Law on Organic Agricultural Production (OG 16/04)
- Book of rules on organic animal production (OG 60/06),
- Book of rules on organic plant production (OG 60/06),
- Book of rules on organic products processing (OG 60/06).
- Book of rules of the manner, procedure and methodology for providing expert control in organic agriculture production (OG 59/07)
- Book of rules on the format, content and the manner of keeping the register of legal persons for performing expert control in organic agriculture production (OG 44/07)
- Book of rules on the format, content and colour of the label of the organic agriculture products (OG 64/07)
- Law on Pastures (OG 3/98 and 101/00)
- Law on Stock Exchanges of Agricultural and Food Products (OG 32/92)
- Law on fishery and aquaculture
- bylaws on: (1) determination of fishing areas, zones and pools and recreational zones, (2)

- commercial fisheries, (3) recreational and sports fishery, (4) equipment, tools and other means of fishery, (5) manners and conditions of designation of competent institutions for fisheries.
- bylaws on control in fishery.
- bylaws on: (1) conditions, manner and procedure related to the use of assistance in the fisheries and aquaculture, (2) payment of compensations and damages in fishery, (3) fish and fish products quality, (4) forms of organisation and association in fishery.
- bylaws on record keeping in fishery.
- Law on Veterinary Health (OG 113/07)
- Law on Animal Identification and Registration (OG 69/04, 81/07)
- Law on Waste and By-products of Animal Origin (OG 113/07)
- Law on Medicinal Drugs, Supplementary Treatment Substances and Medical Devices (OG 21/98)
- Law on Plant Health (OG 29/05)
- Law on Plant Protection Products (OG 110/07)
- Law on Food Safety and Products and Materials in Contact with Food (OG 54/02 and 84/07)
- Book of rule on the labelling of food stuffs (OG 118/05),
- Book of rule regarding the special safety requirements on infant milk-based foodstuffs (OG 118/05),
- Book of rule on checking methods and issues certificate for acquired basic acknowledgement in the area of food hygiene and protecting environment (OG 118/05), Book of rule on general hygiene requirements of food safety (OG 118/05),
- Book of rule on additives in foodstuffs which can be used in food production (OG 118/05),
- Book of rule on the requirements for cereal-based foodstuffs and baby foodstuffs for infants and young children (OG 32/06),
- Book of rule on quality of fruit juices and other similar products (OG 32/06),
- Book of rule on safety of natural mineral water (OG 32/06),
- Book of rule regarding on special requirements of quick frozen products (OG 32/06), Book of rule on sanitary-hygiene conditions of food production (OG 32/06),
- Book of rule regarding of special requirements on cocoa and chocolate products (OG 32/06),
- Book of rule on the special requirements regarding the safety of sugar (OG 32/06),
- Book of rule on types of foodstuffs intended for particular nutritional uses and permitted levels of daily intake of vitamins and minerals (OG 3/2007),
- Book of rule on way of issue the approval and required documentation for production of food for particular nutritional purposes and novel food (OG 3/2007),
- Book of rule for special requirements on safety of coffee and chicory extracts (OG 3/2007),
- Book of rule for special requirements on safety of fruit jams, marmalades and sweet osseous (OG 3/2007).
- Law on Seed and Seedling Material for Agricultural Plants (OG 39/2006)
- Book of rules on trade in seeds from cereals (OG 8/07)
- Book of rules on trade in seeds from forage crops (OG 8/07)
- Book of rules on keeping a register of suppliers of seeds material of agricultural plants (OG 8/07)

- Book of rules on trade in rape seeds (OG 8/07)
- Book of rules on spatial, technical, expert and organizational conditions to be fulfilled by the certifying body for seeds and seedlings of agricultural plants/crops (OG 20/07)
- Book of rules on trade in seeds of oleaginous and fibre plants (OG 32/07)
- Book of rules on trade in seeds from vegetable (OG 59/07)
- Law on Protection of New Agriculture Plant varieties (OG 84/07)
- The Law on Environment (OG 53/05, 81/05 and 24/07)
- The Law on Protection of the Lakes of Ohrid, Prespa and Dojran (OG 45/77, 8/80, 51/88, 10/90) and (OG 62/93);
- The Law on Hydro-meteorological Matters (OG 19/92 and 5/03);
- The Law on Mineral Resources (OG 18/99 and 29/02);
- The Law on Inland Waterways Navigation (OG 27/00 and 74/05);
- The Law on Fisheries (OG 62/93);
- The Law on Water Communities (OG 51/03 and 95/05);
- The Law on Water Management Enterprises (OG 85/03 and 95/05);
- The Law on Drinking Water Supply and Urban Wastewater Drainage (OG 68/04),
- The Law on Concessions (OG 25/02 and 24/03).
- Law on Harmful Noise Prevention (OG 21/84, 10/90 and 62/93) The Law on Catering Industry (OG 62/04),
- The Law on Sanitary and Health Inspection (OG 19/95).
- Law on Organisation and Operation of the State Administrative Bodies (OG 58/00 and 44/02),
- Law on Cultural Heritage Protection (OG 20/04, 115/07).

Legislation on the budgetary means for agricultural development

- Law on Budget (OG 64/05)
- Law on Promoting Agriculture Development (OG 24/92, 32/92, 83/92, 78/93, 14/96)
- Law on State Audits (OG 73/04)
- Law on Audits (OG 79/05)
- Law on Financial Operations (OG 42/93 and 32/97)
- Law on Investment Funds (OG 9/2000)
- Law on Banks (OG 63/2000, 103/00, 37/02, 51/03 and 85/03)

Legislation on agriculture land

- Law on Agricultural Land (OG 135/07) regulates the utilization, deposal and protection of the agriculture land. Agricultural Land as a good of public interest is under special protection and it can be utilized in the line with conditions and manners of this law. Due to better assessment of the land and carrying out tax policy, the following are recognized as agriculture land: plug field, garden, orchards, vineyards, meadow, pastures, morass, reed and fisheries, as well and other land which is utilized or not (not cultivated land),

but with use of agro technical, agro meliorate, hydro meliorate and anti-erosion measure could be suitable for agriculture production. Agriculture land, which is in state ownership, could be given to utilization by concession, rent and usufruct. Protection of the agriculture land is provided with prohibition, limitation and prevention against direct insertion of harmful substance into the soil.

- Law on Pastures (OG 3/98 and 101/00)

Legislation on support of rural areas

- The Law on Indebtedness of the country at the International Fund for Agricultural Development for realisation of the Project for Rural Development of the Southern and Eastern Regions (OG 7/97 and 45/97)
- The Decision on Rising and Use of Funds from the Foreign Economic Assistance for Agricultural Development in the country (OG 1/98)
- Law on Promoting Agriculture Development (OG 24/92, 32/92, 83/92, 78/93, 14/96)
- Law on Establishing Agency for Promoting Development in Agriculture (OG 03/98)
- Law on Association of Citizen and Foundations (OG 31/98 and 29/07)
- Law on Waters (OG 4/98, 19/00, 42/05 and 46/06)
- Law on Water Communities (OG 51/2003 and 95/05)
- Law on Water Management Enterprises (OG 85/2003 and 95/05)
- Law on Promotion of Economically Underdeveloped Areas (OG 2/94 and 39/99)
- Decision on Determining Economically Underdeveloped Areas in the Period 2003 – 2007 (OG 28/03 and 2/04).
- Law on Hunting (OG 20/96, 26/96, 34/97, and 69/04)
- Law on Forests (OG 47/97, 7/2000 and 89/2004)
- Law on Nature Protection (OG 67/04, 14/06 and 84/07)
- Law on Ambient Air Quality (OG 67/04)
- Law on Waste Management (OG 68/04 and 71/04)
- Decision on distribution of goods on export and import forms (OG 113/05),
- Law on Carriage of Dangerous Goods (OG SFRY No. 27/90, 45/90 and OG 12/93):
- Book of rules on the manner and conditions for waste storage, as well as on the conditions to be met by the sites on which waste storage is performed (OG 29/07)
- Book of rules on the form and the contents of the application for a permit for waste processing, treatment and/or storage, the form and the contents of the permit, as well as the technical requirements for the activity performance (OG 23/07)
- Book of rules on the minimum technical requirements in terms of environmental protection to be met by the waste transfer stations, requirements to be met by the sites where waste transfer stations are built or placed, as well as on the terms for waste storage in the waste transfer stations according to the waste types (OG 39/07)

Legislation on setting up registers in agriculture

- Law on Classified Information (OG 9/2004)
- Law on Personal Data Protection (OG 12/94, 4/02 and 07/05) harmonised with the following EU acts: 32001R0045 of the European Parliament and the Council on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data (OJ L 8, 12.01.2001); 32002R0831 on application of the Council Regulation (EC) No. 322/97 on Community statistics, related to access to confidential information for scientific purposes (OJ L 133, 18.05.2002)
- Law on Electronic Data and Electronic Signature (OG 34/2001 and 6/2002).
- Law on State Statistics (OG 54/97), harmonised in terms of data protection to Law on Trade Company (OG 28/04, 84/05, 25/07)
- Law on Surveying, Land Register and Entry of Rights to Real Estate (OG 27/86, 17/91).

Strategic documents

- National Strategy for Agriculture and Rural Development for the period 2007- 2013
- Action Plan for Agricultural Development and Action Plan for Rural development
- National Livestock Breeding Program 2000 -2009 (OG 17/2000)
- National Strategy for Sustainable Development of Forestry with Action Plan
- Strategy for adjustment of the country's Agricultural Sector with the CAP of the EU,
- Strategic plan of the Ministry of Health – Food Directorate 2007-2009,
- The National Strategy for Integrated Border Management with Action Plan. Business plan in the Veterinary Directorate,
- The MAFWE Strategic Plan 2007-2009,
- The National Strategy for Integrated Border Management with Action Plan,
- International Animal Health Code of the OIE (International Office of Epizootics).
- The International Plant Protection Convention;
- The International Convention for the Protection of New Varieties of Plants (UPOV);
- The Standards of the European Plant Protection Organisation;
- The Strategy for Adjustment of the country's Agricultural Food Sector with the CAP
- The National Strategy for Integrated Border Management with Action Plan;
- Institutional development plans for the Phytosanitary service and for the State Phytosanitary Laboratory.
- The International Plant Protection Convention;
- The International Convention for the Protection of New Varieties of Plants (UPOV);
- The Standards of the European Plant Protection Organisation;
- The Strategy for Adjustment of the country's Agricultural Food Sector with the CAP;
- The National Strategy for Integrated Border Management with Action Plan
- National Strategy for Biological Diversity Protection with Action Plan (2004);
- National Study on Biological Diversity (2003).

- Law on Nature Protection (OG117/05).
- The network of protected areas
- Natura 2000. The emerald network is a network of areas of special conservation interest (Areas of Special Conservation Interest, ASCI)
- The National Programme for Culture 2004-2008 (OG 31/98; 29/2003);
- Strategic Plan of the Ministry of Culture 2007-2009 (2006).
- The National Strategy for conservation of the biodiversity
- The Second National Environmental Action Plan (NEAP 2) (2006).
- Environmental Monitoring Strategy (2006);
- Public Environmental Awareness Strategy (2005);
- Environmental Communication Strategy (2005);
- Environmental Data Management Strategy (2005);
- Strategy and Action Plan for the Aarhus Convention Implementation (2005);
- National Capacity Needs Self Assessment for Global Environmental Management (2005);
- Vision 2008 (2004);
- Physical Plan of the country (2004), (OG 39/04);
- National Environmental Health Action Plan (NEHAP) (1999)

EU Regulations

- Stabilisation and Association Agreement between the country and the European Communities and their Member States and Strategy with an Action Plan for European Partnership;
- EEC Council Regulation No 26
- Council Regulation (EEC) No. 2092/91
- EU measures respectively to the 31999R1493 on common organization of the wine market (OJ L 179 14) and also with 32000R1622 and 32002R0753
- Council Directive 1999/105/EC
- EU Legal Acts on Food: 31998L0004, 31992R2082, 31997R0258, 32000L0013, 32001L0018
- EU measures: 31982L0894, 31989L0662, 31990D0424, 31990D0638, 31990L0425, 31991L0496 , 31991L0628, 31992L0119, 31996L0043, 31997D0794, 31997L0012, 31997L0078, 31999L0031, 32000D0571, 32000D0666, 32000L0075, 32000L0076, 32001D0812, 32002L0099, 32002R1774, 32003D0136, 32003D0858, 32003L0085, 32003R0998, 32004D0212, 32004D0292, 32004R0282, 32004R0854, 32005D0176; 31998L0058, 31991L0629, 31997L0002, 31997D0182, 31991L0630, 32001L0093, 32001L0088, 31999L0074, 32002L0004, 32000D0050 , 31986L0609, 31999D0575, 31993L0019, 31988D0306,; 32005R0001, 31991L0628, 31998R0411, 31995L0029, 31197R255 ; 32002L1774, 32001R0999, 32005R0092, 31996L0023, 31975L0442, 31996L0022, 32005R0093 ; 32002R0178, 32003R2160, 32002L0099, 32000R1760, 31990L0427, 31993D0623, 31997L0012, 31997R2629, 31997R2630, 31998R0494, 31999R0331, 31999R1663, 32000R1898, 32000L0015, 32000D0678, 32001D0672, 31996RL041, 31996RL042, 31968L0193, 31992L0033,

31992L0034, 31998L0056, 32002L0053, 32002L0054, 32002L0055, 32002L0056, 32002L0057, 31966R0401, 31966R0402, 31968R0193, 31992R0033, 31992R0034, 31998R0056, 32002R0053, 32002R0054, 32002R0055, 32002R0056, 32002R0057, 32001L0042, 31985L0337, 31997L0011, 31996L0061, 32003L0004, 31996L0082, OG 74/2005 and 33/2006.

- 31975L0442 31991L0156 31996D0350 31991L0689, 31975L0439, 31987I0101, 31996L0059
- 31992L0043, 3979L0409
- Council Directive 2000/29/EEC.
- EU measures 91/414/EC.
- EU Directive 31994R2100
- Framework Directive 31996L0096
- Habitats Directive (92/43/EEC)
- Birds Directive (79/409/EEC)
- Directive on Integrated Pollution Prevention and Control (IPPC)
- L052 of 22/02/97 Act on Community Statistics
- Council of Europe, Convention 108 (81) for protection of individuals with regard to automatic processing of personal data,
- Directive 96/46/EC of the European Parliament and Council of 24 October 1995 on protection of individuals with regard to the processing of personal data and on the free movements of such data (OJ of the European Communities No. L 281/31),
- Council of Europe, Recommendation No R (97) 18.

ANNEX 9. Complimentary Programmes:

No.	Project Title	Type of Contract	IPA Programme	Status	Budget MLN EUR
1.	Design of a functional Integrated Administration and Control System and establishing the associated institutional capacity	Service contract	2008	Realized	0,64
2.	Adoption and implementation of the acquis vis-à-vis the CAP, specifically in relation to CMO establishment	Service contract		Realized	0,54
3.	Development and implementation of agri-environment measures	Service contract		Realized	0,70
4.	Supply of IT equipment	Supply contract		Realized	0,12
5.	Supply of IT equipment	Supply contract		Realized	0,08
6.	Supply of vehicles	Supply contract		Realized	0,10
7.	Organic farming and protection of quality agricultural products	Twinning project	2009	Realized	0,69
8.	Further upgrade of the Land Parcel Identification System within the integrated Administration and Control	Service contract		Realized	0,73
9.	Gradual introduction of the cross-compliance into direct payments scheme	Twinning project		Realized	0,95
10.	Supply of IT equipment and software for LPI and equipment for organic production	Supply contract		Realized	0,25
11.	Introduction of New IPARD measures (LEADER and Advisory Services) to be implemented under IPARD II	Service contract	2010 centralised	Realized	0,908
12.	Assistance to IPARD Agency for Preparation of Accreditation	Twinning	2010 centralised	Realized	0,25
13.	Agriculture Information System upgrade and establishment of data exchange system between MAFWE and other relevant institutions	Service contract	2011	Realized	0,67

No.	Project Title	Type of Contract	IPA Programme	Status	Budget MLN EUR
14.	Further strengthening of AFSARD and preparing the Agency for the period 2014-2020	Twinning		Realized	1,55
15.	Supply of vehicles, IT equipment, equipment for on the spot control and software upgrade for document management system	Supply contract		not contracted	0,58
16.	Support for the preparation and implementation of IPA 5th Component (IPA RDI) beyond 2013- <small>IPARD *help</small>	Service contract	2012	not contracted	1,21
17.	Production of orthophotomaps and digitalization of agriculture land use and IT software development for FR and FADN system and LPI software upgrade	Service contract	2012	Ongoing	0,877
18.	Quality control of produced orthophotomaps and digitized agriculture land use layers	Framework contract	2012	Ongoing	0,08
19.	Finalization of the Farm Accountancy Data Network	Twinning	2013	Ongoing	0,80
20.	Building the basis for the reform of the tobacco sector	Service contract	2013	Ongoing	0,864
21.	Various supply contracts Supply of IT Equipment and vehicles for agriculture and rural development	Supply	2013	Ongoing	Lot1 1,15 Lot2 – 0,22
22.	Small-scale, low-cost environment friendly irrigation schemes: site selection and preparation of full work tender dossier	Service contract	2013 centralized	Ongoing	,63
23.	Support to Implementation of Land consolidation policy actions		2015 centralized	Ongoing	2,61
24.	Support to Development of agricultural Cooperatives in Macedonia	Grants scheme	2015 centralized	Ongoing	1,98
25.	Construction, rehabilitation and upgrading of small-scale irrigation schemes	Work and service contract (Framework)	2015 centralized	Tender phase	3
26.	Common Market Organization measures	Service contract	2015 centralized	Tender phase	0.7

No.	Project Title	Type of Contract	IPA Programme	Status	Budget MLN EUR
27.	Improvement of interoperability and effectiveness of IACS in AFSARD	Service contract	2015 centralized	Tender phase	1.5
28.	Evaluation of the impacts of IPA and National funds on the reforms in the sector	Framework	IPA2 2013, Contract DEU	Ongoing	
29.	Functional assessment of MAFWE	Framework	IPA2-EUF with the World Bank	Tender phase	0,5

ANNEX 10. Baseline Indicators

Axis	Indicator	Referenceunit	Value 2009	Value 2018
Axis1,3	Economicdevelopment	GDPpercapitain€currentprices	414 622	660 308
Axis1,3	Employmentrate	Shareofemployeesincomparisontoactivepopulation	38.4	45.1
Axis1,3	Unemploymentrate	Unemploymentrateincomparisontoactivepopulation	32.2	20.7
Axis1,3	Longtermunemployment	Shareoflong term unemploymentintotalunemployment	81.9	74.7
Axis1,3	Self-employmentdevelopment		2013	2018
		Averagedevelopmentrateofself-employed in numbers (2013)	98 182	101 002
Axis1,3	Structureofemployment	Shareofwomeninthetotalemployed in percent	29.4	35.8
Axis3	Educationalattainment		2017	2018
		Shareofpopulationwithoutorwithincomplete education;	6.3	6.2
		withprimaryeducation; and lower secondary education	28.7	28.4
		withsecondaryeducation;	47.6	48.4
		withhighereducation.	17.4	17.1
			2009	2017
Axis3	Populationdensity	No.ofcitizenspersq.km.	79.2	83.3
Axis3	Netmigration	Netaveragemigrationrate	467	2 549
Axis1,3	Agestructure	Shareofpopulation		
		<20,	522,159	461,808
		20-64,	1,290,848	1,326,632
		>65years;	237,664	287,777

Axis1,3	AgriculturalGDP	ShareofagriculturalGDP(includinghunting,forestryandfishery)intotalGDP(%)	10.4	7.2
Axis1	Economicdevelopmentofprimarysector	AverageagriculturalrealGDPgrowthrate		
Axis1,3	Agriculturallanduse	Agriculturallandpercapita(000 ha)	1.014	1.266
Axis1	Farmstructure	Shareoffarms		
		<2ha		
		0-5ha		
Axis1,3	Agestructureinagriculture	Shareoffarmers		
		<=40		
		41-65		
		>65		
Axis1	Labourproductivityinagriculture	Grossvalueadded/annualworkingunitinagriculture		
Axis1	Labourproductivityinthefoodindustry	Grossvalueaddedperemployee		
Axis1	Economicdevelopmentoffoodindustry	Averagerateofincreaseofthevalueoftheprocessedagricultureproducts		

ANNEX 11: EU IPA Trust Fund funded from IPARD 2007-2013 ³⁴

In order to overcome the impact of the implementation bottlenecks and to ensure a more and immediate effective use of funds designated for IPARD 2007-2013 and its contribution to rural areas an amount of 18 mln Eur was taken from the 2013 allocation of funds and transferred to the IPA Component 1: Transition Assistance and Institution Building. Of this 15.5. million EUR was designated for rural infrastructure projects, 2 million for small scale irrigation systems and 0.5 mln for Monitoring and Evaluation³⁵.

An EU Trust Fund was endowed with a total budget of €20.7m from IPA funds (€15.5m) and Macedonian national co-financing (€5.2m) to invest in Rural Infrastructure projects. The projects proposed met the objectives of the NSARD and were broadly in line with both the procedures of the World Bank and the EC for use of IPARD funding.

The Fund awarded 83 grant contracts to a total of 78 municipalities, funding 133 municipal projects. It also equipped 108 public buildings in 36 municipalities with photovoltaic panels and purchased and delivered ten backhoe loaders, which are being shared between 30 municipalities

79 out of the 133 municipal projects concerned road infrastructure, including 32 connecting roads between settlements, 2 agricultural access roads, 30 village roads and 10 town roads, with a combined length of 105.7 km. and two bridges.

Municipal facilities, recreational areas and utility equipment have been upgraded with an investment totalling €6.4m. This includes the refurbished approximately 2870 m² of municipal buildings, the building of 2,545 m² of covered green markets and a total market surface area of 12,146 m², and 4,000m² of urban arrangement and landscaping. The PV has the potential to produce at peak use 1620 kWp of renewable electricity.

Water management has been enhanced through 20 grant projects that upgraded over 23 km water supply systems in towns and villages, 4.2 km of sewerage networks, 3.1 km of storm water channels and river regulations.

The performance of the Trust fund was assessed against the standard criteria of:

- Design and Relevance
- Efficiency
- Effectiveness
- Impact
- Sustainability, coherence and complementarity

³⁴ Information taken from the Mission 5 Final Report prepared by the M&E team. GFA consultants 2019.

³⁵ M&E was a function of an external team appointed under a TA contract. This contract was awarded to a team from GFA consultants.

In addition, the assessment also included an overview on Overall Municipality performance and a number of cross cutting issues.

The results were assessed overall as very positive. There were some concerns related to some capacities at Municipality level and in the national standards related to supervision and maintenance of infrastructure projects.

Design and Relevance:

The assessment of this element of Trust Fund Performance produced very positive results as shown in the chart above. 83% of projects were assessed as being highly satisfactory or satisfactory or moderately satisfactory in meeting local development needs and fell into the priorities of the EU Trust Fund.

Efficiency

The fund was management by the PIU of the Municipality Infrastructure Support Project of the World Bank. A team of experts was located in this PIU, in the Ministry of Finance, and managed support for the preparation of Project Appraisal Documents, review of technical documentation, Supervision of tendering and contracting, supervision of works and fund disbursement. This was assessed as an efficient system to implement this fund. The final disbursement of funds of the total allocation of 20.7 mln Euros was **97%** by July 2019. Compared to other use of IPARD funding this is evaluated in the context of an Ex-Post evaluation as a highly satisfactory use of funds in this single and specific case.

Effectiveness:

The average time between first submission and accepted technical documentation was on average 195 days. This affected the programme time schedule necessitating an extension, and the achievement of the stated phase two objective of signed sub-grant agreements within 12 months. It is in view of this that the efficiency of the review of technical documentation and the sub-grant signing was assessed as Moderately Unsatisfactory.

In addition to the €5.2m of national funds, the IPA funding has also generated €3.7m of municipal co-financing in support of infrastructure projects (municipal grants). This is assessed as a satisfactory result.

Impact:

The **impact** on the economy is mixed, the effects of most projects will rarely extend beyond direct beneficiaries. Green markets and connecting roads can contribute most to economic activity. In contrast, the impact of village/town roads on job creation and income generation appears limited.

The largest group of direct beneficiaries for whom it is assessed that there will be an improvement in quality of life are those associate with water management projects. From these investments there are a reported 24,828 direct beneficiaries. This includes 6,946 inhabitants of rural communities who have substantially less risk of their lives being affected by flooding. In addition to these, a further 1100-1200 inhabitants living in 285 properties are now assessed as safe from flooding.

In the case of sewerage systems these are also strategic to environmental protection, as they protect important water resources. One investment protects a potentially new potable drinking water source for the City of Skopje and the other is part of a network protecting Lake Ohrid.

The Kindergarten projects provide opportunities for 252 children to attend preschool education and care and also create new employment for 40 people. The school projects impact 830 students and 68 staff.

12,902 inhabitants have improved village water supply systems, 4270 in urban areas have improved water supply, and there are 710 direct beneficiaries of improved sewerage systems. Although impressive, this only represents 56% of the target beneficiaries due to some project not being complete or connected to the end-users.

Sustainability

Project sustainability is a concern with only 67% assessed as moderately to highly satisfactory. In many cases insufficient resources are allocated for maintaining results.

Some of the road infrastructure projects where basic maintenance such as cleaning of vegetation from the side of roads, clearing drainage channels and removal of debris from roads is being poorly managed. Some investments are already showing signs of deterioration.

Municipal budgets do not always reflect the financial and resource needs for maintenance and improvements of the investments.

Some projects were designed without the whole physical environment being considered, with no drainage or retaining walls leading to pavement erosion and landslips onto the investments (roads, playgrounds, etc.)

General Conclusions regarding the use of IPARD funds in an EU IPA Trust Fund.

- Overall the EC-IPA Trust Fund is assessed positively for both its management and delivery on the ground.
- Substantial results have been achieved especially in the areas of connecting roads, river regulation, and water projects. For road infrastructure, connecting roads and access roads have better results than urban/internal roads
- The Photo Voltaic and Municipal vehicles have been successful additions to the programme.
- The Fund had greater impact on Quality of Life and Access to Services, and less impact on competitiveness or economic development.

Lesson learned and recommendation for an IPARD Rural infrastructure measure are that:

- Supervision and quality of works completed will be a concern and will need to be carefully monitored
- Sustainability will be a concern in terms of both repairs and maintenance and in physical risks due to design/location and that agreements with beneficiaries should ensure that adequate budget is made available for this.
- Agreements should be made at a programme level with other ministries, agencies, and public companies where they affect the implementation or operation of the results.
- Projects should fit into an overall plan, be complementary to other initiatives, and should be able to achieve results on their own.
- M&E needs to be carefully considered and its importance understood. Capacity needs to be developed in the PA if this measure is implemented in the future.

This in the context of the ex-post evaluation of IPARD 2007-2013 indicates that this was an effective and appropriate action undertaken by the Management of the Programme to utilise funds that otherwise may have been used.