



movino

Experiences in the application and implementation of  
IPARD project

IPARD programme 2014-2020  
Measure 103, Priority sector – 1031 Production of  
wine, Investment type 10311 Investments for  
improvement of quality of wine

# Company history

- Established in 2015, acquisition of existing non-functional winery
- Family owned
- Shift from brokerage/trading and financing to own production
- Bulk wine producer
- Main goals achieved through IPARD project:
  - Higher quality of finished product
  - Increase in capacity from 4,2 to 5,3 million litres
  - Increase of automation in production processes

# Period of application and implementation

- Application in July 2017
- Total value of planned investment 34.146.382 MKD (appx. 555.225 EUR)
- Co-financing agreement signed and project start in July 2018
- Total value of approved co-financing 33.872.249 MKD (appx. 550.768 EUR)
- Implementation period of 7 months
- Request for payment in February 2019, requested amount 16.922.807 MKD (appx. 275.167 EUR)
- Return of funds at the end of July 2019, 16.895.214 MKD (appx. 274.719 EUR)

## The project itself: higher quality / capacity increase / automation

- Automatically controlled fermentation through new cooling system including a new chiller
- Full stainless steel fermentation of red wines
- Open concrete basins transformed into stainless steel storage tanks
- New stainless steel storage tanks
- New microvinification department
- Completely new laboratory
- State of the art filter for wine
- Machine for pH correction and tartaric stabilisation
- Labelling machine and bag-in-box filling machine for sales of bottled wines

# Experience

- Positive experience overall
- Straightforward instructions provided online – business plan, invitation to offers: „rules of the game“
- Longlasting process – 1 year needed from application to contract – however, this has changed with the current public call
- The project was worth for the time invested – payback of appx. 275.000 EUR
- „Without the programme, we would not have been able to invest that much in relatively such a short time and reach the quality level we have now.“

# Obstacles I

- Validity of offers – hard times to keep the same prices after a year
- 3 comparable offers vs. Reference prices:
  - One invests a lot of time to find 3 willing companies to provide an offer and the necessary load of paperwork
  - How does the IPARD Agency obtain reference prices? Is the request for offer made by the IPARD Agency comparable to ours?
  - Both requirements lead to a significant loss of time for the applicant and the IPARD Agency
- Had sometimes the impression that the Agency is deliberately looking for mistakes
- Correct documents have been overseen

# Obstacles II

- Delivery notes of local suppliers and Receiving notes – IPARD Agency requests original stamps on all documents
- No logic in all necessary documents for the Request for payment
  - Sometimes it is not possible to obtain an original CMR
  - Original proforma invoices (you never get to see the originals)
- Unnecessary duplication of documents
  - Declaration for new and unused products additionally requested => already present in offers, contracts and invoices
  - Not all suppliers understand that
- Too much repeated technical specifications in different stages





Thank you very  
much for your  
attention