



# Agricultural Policy Forum 2020

## ***Agriculture and rural development policy in the Western Balkans in times of pandemic***

**WORKING GROUP 3: *Best practices and potential of participation of the  
smallholders in the short-value chains in the Western Balkans region and  
Turkey***

15 October 2020  
Online meeting



# Main Purpose of the WG

- In-depth analysis of short supply chains among small farmers in the WB and Turkey
- Potential impacts on economic aspects as well as their social sustainability
- Provide policy recommendations on specific measures to promote short supply chains in the WB and Turkey.

# Key Assets/Opportunities

1. Farmers collaboration
2. New market opportunities
3. High quality traditional products
4. Supportive legislation for on-farm processing
5. New IPARD incentive for collective initiatives and producer groups
6. Demand for local products
7. Diversity of products
8. Availability of different legal forms for collaboration



# Key Barriers

1. Possibility to access financial resources
2. Lack of advisory services
3. Insufficient quantities of small holders to meet the demand of collective channels
4. Lack of marketing orientation and skills
5. Informal farming sector



# Ways Forward

1. Providing incentives and active animation for farmers' collaboration
2. Best practices exchange and guidelines on how to set up cooperation
3. Improved access to finances (national programs, IPARD)
4. Access to information on business opportunities
5. Access to consulting services on rural non-farm business
6. Incentives for diversification of economic activities in rural areas
7. Reduced insurance and tax burden for rural non-farm businesses
8. Improved law enforcement

