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Central Asia Invest Programme

Project Update June-July 2014

Development of the Fruit and Vegetable Processing Sectors in Kyrgyzstan and Tajikistan (DFVP)

**The project is implemented by British Expertise (UK)
in partnership with:**

**Association of Food Industry Enterprises (Kyrgyzstan)
and
National Association of Small and Medium Businesses (Tajikistan)**

August 2014

Table of contents

1.	Introduction	3
2.	Activities carried out during the reporting period	4
3.	Deviations from the planning schedule	7
4.	Challenges experienced during the reporting period	7
5.	Planning for the next reporting period	8
 Annexes:		
Annex 1	Agenda of the Kick-off Meeting/First Steering Committee Meeting	10
Annex 2	Minutes of the Kick-off Meeting	11
Annex 3	Agenda of the 1 st capacity building session (Kyrgyzstan and Tajikistan)	13
Annex 4	Expert's report on the 1 st capacity building session with participants' feedback analysis	15
Annex 5	Summary of analysis of participants' feedback on capacity building topics in marketing and management in Kyrgyzstan and Tajikistan	26
Annex 6	Summary of analysis of participants' feedback on market research topics Kyrgyzstan and Tajikistan	28
Annex 7	Letters of commitment from pilot SMEs (Kyrgyzstan)	30

1. Introduction

The project "**Development of the Fruit and Vegetable Processing Sectors in Kyrgyzstan and Tajikistan (DFVP)**" is being implemented in the framework of the Central Asia Invest Programme III funded by the European Union.

There are three implementing partners of the project: British Expertise (BE), UK (non-profit organisation, the Applicant), The Association of Food Industry Enterprises (the former title as presented in the Full Application Form was "Association of Fruit and Vegetable Enterprises", the Association changed its name in early 2014 to better reflect new membership), Kyrgyzstan (non-profit organisation, Partner) and the National Association of Small and Medium Businesses of Tajikistan, (non-profit organisation, Partner).

The contract for the project was signed on 1 January 2014 which is considered as the start of the Inception Phase.

The project is a follow up on the previous project implemented in the framework of Central Asia Invest II by British Expertise in partnership with BIG (NGO "Business Intellect Group", Kyrgyzstan) in Kyrgyzstan in 2011-2012. The approach to build on results achieved in Kyrgyzstan and to transfer the experience from Kyrgyzstan to the South of Tajikistan remains valid and will be reported during the course of project implementation.

Important features of the approach developed at the stage of project design are "good coordination among all project partners involved", "logical sequence of the activities" and "careful reviewing of the activities and flexible adjustments answering the most outstanding needs of the beneficiaries" also remain valid and are being applied.

As stated in the Inception Report, the initial Inception Phase of the project was extended by two months, covering months 1-5 of project implementation. It was considered beneficial to good implementation of the project to take the time necessary at project start-up to put in place agreements with both Project Partners on all project implementation aspects, management and logistical arrangements, as well as an updated division of responsibilities for all project activities. Moreover, an update of the status of food safety developments and other legal developments in the protection of national producers (in Kyrgyzstan, in particular) resulted in the adjustment of certain activities in order to better respond to the needs of beneficiaries.

As proposed in the Inception Report, and in order to synchronise internal project reporting with originally proposed quarterly-based project updates, the next two project updates/internal reports will be written on a bi-monthly basis and will cover months 6-7 and 8-9 accordingly. In this way, three internal project updates will be produced for Year 1, to be followed by an Annual Report.

In line with this approach, the present internal Project Update Report describes activities carried out during this reporting period (months 6-7), major challenges occurred during the reporting period, deviations from the planned schedule (if any) and planning for the next reporting period. Seven annexes to the report present all major information and details of the work undertaken during the reporting period.

The Project considers the Work Plan, adjusted during the Inception Phase, as the basis for project implementation and the present report reflects project progress in line with this adjusted Work Plan.

2. Activities carried out during the reporting period

The following activities were implemented or are on-going during the reporting period:

Activity group 1: Project launch, team mobilisation and work plan finalization

The initial stakeholders' workshop with its presentation of the project and its planning combined with the First Steering Committee meeting was held in Bishkek on 30 June 2014 (Activities 1.3 and 1.4). It was widely attended by the relevant governmental authorities, donor-funded projects and participating SMEs and BIOs. The event provided an opportunity to increase overall understanding of the tasks by all relevant stakeholders thus maximising benefits for target groups and final beneficiaries.

Annexes 1 and 2 present the agenda and minutes of the kick-off meeting. All other activities of this activity group were completed during the Inception Phase.

Activity group 2: Target group selection and needs assessment

During the reporting period, all tasks of this activity group were finalized. A general needs assessment for capacity building; Training of Trainers (ToT), consultations and all specific activities' needs were completed. The list of potential participants (BIOs and SMEs) was finalized for Kyrgyzstan. Further adjustments of this list will be needed for Tajikistan given that some SMEs still have to confirm their participation in the project although the list of all potential SMEs has been completed (see sections 3 and 4 below for more details).

Emphasis during this reporting period was particularly placed on marketing aspects of the project as it has been agreed that marketing aspects of the project capacity building programme should be completely needs-based. Detailed questionnaires developed during the Inception Phase were filled in by participating SMEs and BIOs, analysed and will be used as a solid basis for the development of capacity building in marketing. Annex 5 presents the summary of this analysis and topics determined for the project capacity building in marketing.

Activity group 3: Analysis of internal and regional/international market opportunities in the SME F&V processing sector

As decided and agreed during the Inception Phase, these tasks were started in month 6 with the analysis of questionnaires/feedback of participating BIOs/SMEs (see a summary of the analysis undertaken in annex 6). This activity will be on-going until the end of month 11, thus allowing an output of real value to be produced for the project target groups and beneficiaries.

Activities 3.1 (carrying out an analysis of internal markets in the F&V sector in Kyrgyzstan and Tajikistan) and 3.2 (carrying out an analysis of regional markets in the F&V sectors) were started in month 7 in Kyrgyzstan, with close cooperation between the project international and local marketing experts.

For Tajikistan, based on a thorough needs assessment, it has been decided to focus the research into internal markets on development of a F&V processing sector database in the South region of the country since this information does not currently exist at a national level. An analysis of regional and international markets was started up, based on the results of analysis undertaken through questionnaires (see Annex 6 for details).

Activity group 4: Capacity building for BIOs in management, business and other client-oriented tools and techniques (ToT)

Activity 4.1 (development of training modules based on the needs of BIOs) was carried out in accordance with the adjusted Work Plan and the results of the needs assessment are incorporated in Annex 5 of this report.

Preparation for the UK study tour has also started with the establishment of contacts with relevant organizations in the UK to be visited and studied. It is important to emphasise that the programme for the study tour to the UK fully takes into account the selected participants' needs which were expressed by them as a part of preparatory process. The

candidates for the study tour have been selected consisting of both project partners and selected SMEs from Kyrgyzstan and Tajikistan (pilot SME "Dessert" from Kyrgyzstan" and potential pilot SME "Aqua Juice" from Tajikistan).

Activity group 5: Capacity building in food safety

The focus of project activities in this activity group has been on the preparation, organisation and delivery of the first capacity building session in HACCP. Annex 3 presents the detailed agenda of the first project's capacity building session carried out on 30 June-1 July in Kyrgyzstan and on 3-4 July in Tajikistan. Annex 4 presents the detailed report of the project Food Safety expert on the first capacity building session held on 30 June-1 July in Bishkek, Kyrgyzstan and on 3-4 July in Dushanbe, Tajikistan. Participants' feedback analysis is incorporated in the report.

Overall, the first session was widely attended and highly appreciated by participating SMEs and BIOs in both countries.

In Kyrgyzstan, 5 BIOs, 15 SMEs and 7 representatives of other relevant organizations took part in the first capacity building session. Around 30% of participants were represented by two persons thus demonstrating great interest in, and commitment to study and apply, HACCP in practice.

In Tajikistan, 9 BIOs, 1 SME and 8 representatives of other relevant organizations (Tajikstandart, Tajik Technological University) took part in the first capacity building session. See section 4 of this report below for more details/comments on difference in composition of capacity building programme participants in both countries.

Activity group 6: Capacity building in marketing

This reporting period was dedicated in this activity group to the final determination of the scope of project capacity building in marketing (closely linked with activity group 2, see annex 5 for details). The analysis of questionnaires/feedback of participating BIOs/SMEs in both countries was completed and the marketing capacity building programme was developed (activity 6.1) in full accordance with target groups' needs and specific requests.

Activity 6.2 (study of successful marketing strategies of participating target groups and using them for capacity building as best practices) was started up in month 6 with the identification of a marketing plan among participating SMEs in Kyrgyzstan. It will be further studied and used as a practical example for all capacity building programme participants in both participating countries. It is believed that the emphasis on practical examples from participating SMEs/BIOs will maximize the mutual learning process.

Activity group 7: Advisory services to F&V processing SMEs

Two pilot SMEs were selected in Kyrgyzstan for direct support in food safety and marketing aspects (activity 7.3). These are (1) F&V processing enterprise "Dessert" and (2) sugar beet processing enterprise "Kaindy Kant". Both pilot SMEs were selected on the basis of detailed criteria developed during the Inception Phase and both have signed letters of commitment to participate in the project as pilot SMEs and to fulfil project requirements reflected in the selection criteria. These letters of commitment are presented in annex 7 of this report.

Field visits to both pilot SMEs (activity 7.4) were carried out following the first training session in July by project experts and further joint practical work was discussed and agreed.

Pilot SMEs in Tajikistan have yet to be selected due to the limited participation of SMEs in the first capacity building session and problems faced by the South region's SMEs in Tajikistan. Activity 7.4 (selection of pilot SMEs for advisory services in the implementation of food safety measures/marketing) for Tajikistan will be extended for months 8-9 and pilot SMEs will be finalized during the second capacity building session in September 2014. Preliminary candidates have already been identified.

Activity group 8: Exchange of best practices and experiences

No activities were planned to be implemented during this reporting period in this activity group but all preparations and arrangements for exchange visits for the next two-month reporting period have been made ahead of schedule (activity 8.3, exchange visits to selected SMEs aimed at experience sharing and mutual learning). This particularly concerns the participation of Tajik target groups' representatives in the second training session to be held in Bishkek, Kyrgyzstan. The key purpose of this exchange visits is aimed at participation in the seminar on new types of equipment for F&V processing sector offered by various international equipment firms actively working in the Central Asia region. Another objective of this planned exchange visit is to gain experience in HACCP and marketing aspects from more advanced SMEs in Kyrgyzstan through field visits planned in the framework of the second training session in Kyrgyzstan by all participants.

Activity 8.4 (support to participation in F&V processing-related exhibitions by target group representatives in the region) has started ahead of schedule: relevant exhibitions have been identified in Saint Petersburg (Russia): "Peterfood", and in Kazakhstan "World Food Kazakhstan", for further participation of selected target groups' representatives. Candidates have been identified.

Activity group 9: Support to relevant legislation/regulations development in Kyrgyzstan and Tajikistan

As stated in the Inception Report, a review of all legal updates in food safety field started in months 4-5 and this has been completed. This has allowed the formulation of precise topics for legal input in Kyrgyzstan. Therefore, activity 9.3 (support to legislation/technical regulation development in the food safety field) has been started up in Kyrgyzstan through final agreement and development of the TOR for "Development of methodological recommendations on Production Control System based on HACCP principles (Kyrgyzstan)" in close cooperation with the project Food Safety expert. This activity is on-going as planned.

In Tajikistan, as stated in the Inception Report, the exact tasks for activity 9.4 (support to the development of regulations for national producers and investors' protection) will be specified in October-November 2014 following important policy-level consultations between the President of Tajikistan and the business/SME community.

Activity group 10: Promotion, dissemination and visibility actions

These activities are on-going with regular information sharing with all relevant stakeholders (activity 10.2). It is being regularly updated on the websites of both project partners.

Visibility items produced during the Inception Phase continue to be disseminated to the relevant stakeholders.

Activity group 12: Project management

All activities of this activity group are on-going.

Activity 12.3 (Project database development and update) was started up in month 5 and its main content has been already developed.

Regular contacts and Skype conferences are being maintained among all project partners and experts involved.

3. Deviations from the planning schedule

The activities described below have been slightly re-scheduled in order to make them fully in accordance with the updated needs of the project target groups. Justification of all changes is presented for each activity and/or activity group concerned. All other activities not mentioned in this section of the report are being implemented as planned.

Activity group 7: Advisory services to F&V processing SMEs

Activity 7.4 (selection of pilot SMEs for advisory services in implementation of food safety measures/marketing (Tajikistan): the project focus on the South region of Tajikistan was by definition a challenging task and this was explained in the Inception Report. The major reason for this challenge (also well understood by all other relevant donor-funded projects working in Tajikistan) is the following: as opposed to much more advanced northern regions, historically export-oriented, with long-term support provided by international donor-funded projects and well-developed market opportunities in the neighbouring countries, southern regions of Tajikistan have been mainly oriented on local markets and F&V processing SMEs there face serious difficulties with lack of investment funds, knowledge of advanced marketing strategies and export-oriented measures introduced to improve quality, safety and competitiveness of their products.

In view of the above, a thorough selection of pilot SMEs in Tajikistan required from the project more time and efforts and therefore this activity is extended to months 8-9.

Activity group 8: Exchange of best practices and experiences

Activities 8.3 (exchange visits to selected SMEs aimed at experience sharing and mutual learning) and 8.4 (support to participation in in F&V processing-related exhibitions by target group representatives in the region) are being implemented ahead of schedule. Inviting Tajik participating SMEs to the capacity building session in Kyrgyzstan with field visits and thematic seminars will serve as a practical example for them to follow. Thus, the sooner these examples will turn into practical actions, the better. On the other hand, exchange of best practices within Tajikistan (North-South exchange) has been slightly postponed to allow the most committed SMEs to be selected first.

A similar approach was used for bringing forward preparations and arrangements for participation in relevant exhibitions.

Activity group 9 - Support to relevant legislation/regulation development in Kyrgyzstan and Tajikistan

As stated in the Inception report, a flexible approach will be applied to activity 9.4 (support to the development of regulations for national producers and investors' protection) (Tajikistan) in terms of time scheduling and its exact formulation. As mentioned above, it will be formulated and started up in due course once the most outstanding needs are determined in the F&V processing sector of Tajikistan.

4. Challenges experienced during the reporting period

No major challenges were experienced during the reporting period.

5. Planning for the next reporting period

The major focus of activity during the next reporting period (months 8-9, August-September 2014) will be on:

- ⇒ **Activity group 3:** Analysis of internal and regional/international market opportunities in the SME F&V processing sector: the emphasis will move from determination of exact subject/topic of analysis to actual processes.
- ⇒ **Activity group 4:** Capacity building for BIOs in management, business and other client-oriented tools and techniques (ToT): this activity will be launched in session 2 of the project capacity building programme and finalization of programme and logistics arrangements for the UK study tour.
- ⇒ **Activity group 5:** Capacity building in food safety will be continued through preparation, organisation and delivery of the second capacity building session in HACCP.
- ⇒ **Activity group 6:** Capacity building in marketing will start in session 2 of the project capacity building programme.
- ⇒ **Activity group 7:** Advisory services to F&V processing SMEs: this activity will be actively continued with pilot SMEs in Kyrgyzstan and will be launched in Tajikistan.
- ⇒ **Activity group 8:** Exchange of best practices and experiences: this activity will start in Kyrgyzstan through exchange visits of selected Tajik capacity building programme participants/SMEs to Kyrgyzstan with a view to gaining more advanced experience in new types of equipment, HACCP introduction and marketing approaches used.
- ⇒ **Activity group 9:** Support to relevant legislation/regulations development in Kyrgyzstan and Tajikistan: this activity will be actively launched in Kyrgyzstan.
- ⇒ **Activity group 10:** Promotion, dissemination and visibility actions: this activity is on-going and will be continued.
- ⇒ **Activity group 12:** Project management: this activity will be continued.

Annex 1: Agenda of the Kick-off meeting/First Steering Committee meeting

Central Asia Invest Programme III

Development of the Fruit and Vegetable Processing Sectors in Kyrgyzstan and Tajikistan (DFVP) project

Agenda

Kick-off Meeting/ First Project Steering Committee Meeting

**30 June 2014
Bishkek, Kyrgyzstan**

11:00 – 11:15	Welcome words from the project	Nigel Peters Project Director British Expertise
11:15: - 11:25	Welcome words from the Partner (Kyrgyzstan)	Diliara Alimzhanova Association of F&V Enterprises of Kyrgyzstan
11:25 – 11:35	Welcome words from the Partner (Tajikistan)	Matluba Uljabaeva National Association of Small and Medium Businesses of Tajikistan (NASMB)
11:35 – 12:00	Project presentation	Inna Bayda Project Coordinator British Expertise
12:00 – 12:10	Welcome words from the project's Food Safety/HACCP	Gennadii Kuznietsov British Expertise
12:10 – 12:20	Overview of the work undertaken during the Inception Phase	Inna Bayda British Expertise
12:20 – 12:30	Discussion on adjustments of the Work Plan	Project team
12:30 – 12:45	Discussion on selection of the project pilot SMEs	Project team
12:45 – 13:00	Questions and answers	Project team/meeting participants
12:00 – 13:00	Lunch	

Annex 2: Minutes of the Kick-off meeting

EU Central Asia Invest Programme III Development of the Fruit and Vegetable Processing Sectors in Kyrgyzstan and Tajikistan (DFVP)

Minutes of the project Kick-off meeting/ First Steering Committee meeting

Bishkek, Dostuk Hotel

30 June 2014

Participants:

Project Steering Committee members:

1. Nigel Peters, Project Director, British Expertise
2. Inna Bayda, Project Coordinator, British Expertise
3. Gennadii Kuznetsov, Food Safety Expert, British Expertise
4. Diliara Alimzhanova, Partner, Head of Association of Food Industry Enterprises of Kyrgyzstan
5. Aijan Adylbekova, Local Project Coordinator, Association of Food Industry Enterprises of Kyrgyzstan
6. Matluba Uljabaeva, Partner, Chairman of the Board of National Association of Small and Medium Business of Tajikistan (NASMB)

Other relevant stakeholders invited:

1. Nargiza Ernazarova, Ministry of Agriculture and Land Reclamation of Kyrgyzstan
2. Ms. Sadabaeva, Ministry of Agriculture and Land Reclamation
3. Emil Yusupov, Ministry of Economy of Kyrgyzstan
4. Damira Raeva, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)
5. Meerbek Erdoolatov, HELVETAS Swiss Intercooperation

Participants of the project capacity building programme.

The project Kick-off Meeting was attended by all trainees/participants of the project capacity building in food safety/HACCP and marketing selected on the basis of criteria developed by the project. The aim was to present the project, its objectives, expected results and major activities to all relevant stakeholders including governmental agencies and donor-funded projects.

Nigel Peters opened the meeting by welcoming all participants of the project Kick-off Meeting. He emphasized the importance of developing the F&V processing sector in Kyrgyzstan and Tajikistan taking into account their great potential in this sector,

extending F&V processing SMEs' export potential to the countries of the Customs Union and to the EU. Mr Peters also stressed that a study tour to the UK is planned in the framework of the project. During this study visit, participants from Kyrgyzstan and Tajikistan will have an opportunity to gain knowledge and to become acquainted with experience of British Expertise, approaches and activities of the relevant food safety authorities in the UK and to visit F&V processing SMEs for experience sharing.

Mr Peters also emphasized the importance of the previous EU funded project "Reinforcement of the role and competences of Business Intermediary Organisations to increase their capacity to support food processing SMEs in Kyrgyzstan in the fields of HACCP, food safety, branding, marketing and international certification aimed at increasing market opportunities" implemented in the framework of the Central Asia Invest II in 2011-2012 by British Expertise as an Applicant in partnership with NGO Business Intellect Group (BIG), Kyrgyzstan. The present project is a follow up one with the extension to Tajikistan and the action is built on the knowledge base already built in Kyrgyzstan and transfer of experience to Tajikistan in the fields of food safety and marketing.

Inna Bayda made a presentation informing all Kick-off meeting participants of DFVP's project objectives, expected results and major planned activities emphasizing the linkages with the previous CAI project (mentioned above) and highlighting in qualitative and quantitative terms the concrete goals to be achieved by the project. Other aspects presented and discussed were linked to project activities already implemented and those planned for the next reporting period. Among others, the most outstanding tasks lie in the areas of pilot SMEs selection and support, exchange visits by selected capacity building participants/trainees from Tajikistan to Kyrgyzstan, North-South exchange in Tajikistan and demonstration, study and other types of visits to selected SMEs as well as relevant international exhibitions. Detailed explanations about the project's capacity building programme, its main participants as well as criteria used by the project for their selection were also presented.

Diliara Alimzhanova stressed the current importance of food safety issues and informed participants of the active process of new technical regulations in Kyrgyz legislation development (relevant to food safety) and the growing importance of introducing food safety systems/HACCP at all F&V processing SMEs in the country. According to the technical regulations on hygiene starting from June 2014, all food companies should have elements of HACCP. The transition period is only one year.

Ms Alimzhanova also informed all participants about the on-going process of pilot SME selection to implement HACCP and innovative marketing measures. It was also emphasized that the Association take an active part in coordinating the efforts of all relevant donor-funded projects in the sector.

Matluba Uldjabaeva spoke of the fact that Tajikistan intends to join the Customs Union (current members - Russia, Kazakhstan and Belarus) and has active trade relationships with its members as well as other neighbouring countries in the sector of F&V and processed products. Therefore at this stage, the introduction of HACCP plays an important role. Ms Uldjabaeva also emphasized the importance of exchange visits to more advanced F&V processing SMEs in Kyrgyzstan and learning from Kyrgyz experience by participating SMEs from Tajikistan. Following the advice from NASMB, the DFVP project is focusing its activities in the South of Tajikistan, which is less advanced and developed compared with the Northern areas where historically export activities in F&V sector were better developed and well supported by various donor agencies and projects. Therefore, an outstanding task of DFVP project is, among others, to contribute to improving the balance between North and South regions of Tajikistan in the F&V processing sector. It was also emphasized that NASMB has a long history of cooperation with the Association of Food Industry Enterprises of Kyrgyzstan which is beneficial for DFVP project's objectives.

Damira Raeva and **Meerbek Erdoolatov** emphasized that their organizations are also working on the implementation of the HACCP system in various sub-sectors of the F&V processing sector. An internal donor coordination meeting under the leadership of the Association of Food Industry Enterprises of Kyrgyzstan was held before the DFVP project's Kick-off Meeting was organized where the issues of synergies and avoiding overlapping were discussed and fixed. Both speakers confirmed their readiness for further cooperation with DFVP project and further coordination efforts in the food and, particularly, F&V processing sector.

Gennadii Kuznetsov informed the audience about the forthcoming training programme in food safety/HACCP and its emphasis on a practical approach, with concrete work to be undertaken by each interested trainee for the benefits of his/her SME and support to be provided from the project in these efforts. Mr Kuznetsov also stressed the importance of taking into consideration the experience of the previous CAI project in Kyrgyzstan, involving BIOS' representatives/trainees in capacity building and direct consultations on food safety/HACCP to pilot and other interested participating SMEs. Such an approach would increase their practical knowledge base thus improving its sustainability with further practical use.

All Kick-off Meeting participants had the opportunity to ask questions during the question-answers session of the event.

A suggestion was made to place information about the project as well as all its training materials and other relevant information on the websites of relevant ministries and other organizations. This was approved by all Steering Committee members and agreed with all participants.

It was also agreed that experience and achievements of the project pilot SMEs would be widely shared with all project capacity building participants, other donor-funded projects and other relevant stakeholders.

Annex 3 Agendas of the 1st capacity building session (in both Kyrgyzstan and Tajikistan)

Annex 3 a: Kyrgyzstan

Central Asia Invest Programme III

**Development of the Fruit and Vegetable Processing Sectors
in Kyrgyzstan and Tajikistan (DFVP) project**

30 June – 1 July 2014

HACCP Training Programme (1st session)

Bishkek, Kyrgyzstan

30 June

11:00 – 13:00	Kick-off meeting
13:00 – 14:00	Lunch
14: 00 – 15:30	Requirements of SPS WTO and EU legislation on food safety
15:30 – 15:45	Coffee break
15:45 – 17:15	The Customs Union’s requirements on food safety
17:15 – 17:30	Filling in of questionnaires by participants on the current status on HACCP introduction at SMEs or on question of HACCP trainings (for BIOs)
17:30 – 18:00	Filling in of questionnaires by participants on questions/topics suggested for marketing and management capacity building programme (starting from September 2014)

1 July

09:00 – 11:00	HACCP history and basis
11:00 – 11:15	Coffee break
11:15 – 13:00	Development and application of HACCP, Part 1
13:00 – 14:00	Lunch
14:00 – 16:00	Development and application of HACCP, Part 2
16:00 – 16:15	Coffee break
16:15 – 17:30	Development and application of HACCP, Part 3. Typical mistakes of enterprises during the development and application of HACCP
17:30 – 18:00	Filling in of feedback questionnaires by participants.

Annex 3 b: Tajikistan

Central Asia Invest Programme III

Development of the Fruit and Vegetable Processing Sectors in Kyrgyzstan and Tajikistan (DFVP) project

HACCP Training Programme (1st session)

Dushanbe, Tajikistan

3-4 July 2014

3 July

11:30 – 13:00	Project presentation
13:00 – 14:00	Lunch
14: 00 – 15:30	Requirements of CFC WTO and EU legislation on food safety
15:30 – 15:45	Coffee break
15:45 – 17:15	The Customs Union's requirements on food safety
17:15 – 17:30	Filling in of questionnaires by participants on the current status on HACCP introduction at SMEs or on question of HACCP trainings (for BIOs)
17:30 – 18:00	Filling in of questionnaires by participants on questions/topics suggested for marketing and management capacity building programme (starting from September 2014).

4 July

09:00 – 11:00	HACCP history and basis
11:00 – 11:15	Coffee break
11:15 – 13:00	Development and application of HACCP. Part 1.
13:00 – 14:00	Lunch
14:00 – 16:00	Development and application of HACCP. Part 2.
16:00 – 16:15	Coffee break
16:15 – 17:30	Development and application of HACCP. Part 3. Typical mistakes of enterprises during the development and application of HACCP.
17:30 – 18:00	Filling in of feedback questionnaires by participants.

Annex 4 Expert's report on the 1st capacity building session with participants' feedback analysis

REPORT ON MISSION No 1
From 29 June 2014 to 8 July 2014

Gennadiy Kuznetsov, Project Food Safety Expert

I. SUMMARY

1. The main component of mission No 1, Workshops on HACCP, held in Bishkek and Dushanbe, was successfully implemented from 30 June to 1 July and 3-4 July 2014. Positive replies from all participants confirm this.
2. It was decided to carry out the theoretical first training sessions with the same content in Kyrgyzstan and Tajikistan due to uncertainty of composition of capacity building programme's participants in Bishkek and Dushanbe.
3. After the first session of the capacity building programme the level of participants' acquaintance with food safety aspects was assessed. Based on this assessment a different approach will be used to conduct seminars in the future (starting from the second session of capacity building programme scheduled for September 2014) using an approach combining practical and theoretical components and basing further trainings on theoretical materials which have been already presented to participants and sent to them following the first training session. Visits to pilot SMEs as part of the practical training are also scheduled.

II. WORKSHOP ON HACCP SYSTEM, BISHKEK, 30 June - 1 July 2014

1. Introduction and training objectives

This seminar was the first of a series of five planned seminars concerning food safety management systems based on HACCP principles. Upon completion of the series of seminars and practical exercises including visits to pilot enterprises, participants will gain sufficient knowledge for the development, introduction and use of HACCP system.

2. Summary of the workshop and the study of selected topics

The two-day seminar was attended by representatives from:

- enterprises engaged in the processing of fruits and vegetables;
- companies that specialize in providing consultancy services to these enterprises;
- international technical assistance projects;
- government regulatory bodies;
- higher education institutions.

On the first day, the workshop presenter made a presentation of EU legislation and the main WTO agreements governing the quality and safety of food, as well as a presentation analysing the legislation of the Customs Union regarding food safety and quality.

The theme of the second day of the seminar, which lasted a full day, was Basics of HACCP and other Food Safety/Quality Management Systems (FSMS). The training took place in the form of a presentation of the theory of HACCP and other FSMS with explanations and practical examples, and questions from participants during the course presentation were welcomed by the workshop presenter. The choice of this form of training is justified by the

need to provide the participants with enough knowledge for further work. Indeed, a significant number of participants did not even have a general idea of this highly complex system. All subsequent stages of training are planned to carry out alternating theoretical and practical parts.

3. Generalization of participants' replies on questioner regarding workshop

Appendix 1 shows a summary of the responses from the participants to the questionnaires that were filled in after the seminar. The questionnaire contained a request rate on the following questions using the five-point scale:

- whether the seminar was useful;
- content of the seminar;
- atmosphere of the seminar;
- style of seminar conducting;
- hand-outs;
- any comments.

All participants commented positively on the usefulness of the workshop, the style of its implementation, the atmosphere and the quality of hand-outs.

4. Analysis of participants' replies

As mentioned in the previous section, all of the participants gave a positive assessment of the seminar.

Some differences in the mentioned assessment are caused by the "heterogeneity" of participants in both the level of knowledge, interest in learning, and profile of companies and institutions they represent.

Several participants expressed a desire for practical training. However, in the first stage of training, practical training was not planned due to the need to provide participants with necessary initial theoretical knowledge. This was explained to participants by the workshop presenter.

5. Plans for the next phase of training

It is planned for the next stage of training to visit pilot enterprises, conduct workshops regarding standards ISO 22000 and ISO 22002-1, which are the most modern international instruments based on the principles of the HACCP system.

III. SEMINAR ON HACCP SYSTEM, Dushanbe, 3-4 July 2014.

1. Introduction / learning objectives

This seminar was the first of a series of five planned seminars concerning food safety management systems based on HACCP principles. Upon completion of the series of seminars and practical exercises, including visits to pilot enterprises, participants will gain sufficient knowledge for the development, introduction and use of the HACCP system.

2. Summary of the workshop and the study of selected topics

A two-day seminar was attended by representatives from:

- enterprises engaged in the processing of fruits and vegetables;
- companies specialized in providing consultancy services to these enterprises;
- international technical assistance projects;
- government regulatory bodies;

- higher education institutions.

On the first day, the workshop presenter made a presentation of EU legislation and the main WTO agreements governing the quality and safety of food, as well as a presentation analysing the legislation of the Customs Union regarding food safety and quality.

Similarly to the seminar held in Bishkek, the theme of the second one-day seminar was Basics of HACCP and other Food Safety/Quality Management Systems (FSMS). The training took place in the form of theoretical presentations of HACCP and other FSMS with explanations and practical examples, although questions from participants during course implementation were welcomed by the workshop presenter. The choice of this form of training is justified by the need to provide participants with enough knowledge for further work. Indeed, a significant part of them did not even have a general idea of this highly complex system. All subsequent stages of training are planned to carry alternating theoretical and practical parts.

3. Generalization of participants' replies on questionnaire regarding workshop

Appendix 1 shows a summary of the responses of the participants to the questionnaires that were filled in after the seminar. The questionnaire contained a request rate on the following questions using a five-point scale:

- whether the seminar was useful;
- content of the seminar;
- atmosphere of the seminar;
- style of seminar conducting;
- hand-outs;
- any additional comments.

All participants commented positively on the usefulness of the workshop, the style of its implementation, the atmosphere and the quality of hand-outs.

4. Analysis of participants' replies

As mentioned in the previous section, all participants gave a positive assessment of the seminar.

Some differences in the mentioned assessment are caused by the "heterogeneity" of participants in both the level of knowledge, interest in learning, and profile of companies and institutions they represent.

5. Plans for the next phase of training

It is planned for the next stage of training to visit pilot enterprises, conduct workshops regarding standards ISO 22000 and ISO 22002-1, which are the most modern international instruments based on the principles of the HACCP system.

IV. VISITS TO PILOT ENTERPRISES IN TAJIKISTAN - "KURGAN-TUBE FOOD FACTORY", KURGAN-TUBE TOWN, AND "SHAROB", VAHSH TOWN, JULY 5, 2014.

On 5 July 2014, the project team travelled to two companies, "Kurgan-Tube Food Factory" and "Sharob".

The company "Kurgan-Tube Food Factory" processes a wide range of fruit and vegetables, including the production of canned mountain onion, a rather rare product. The enterprise "Sharob" has a similar range of products.

The following persons took part in visits to pilot enterprises:

- Inna Bayda, Project Coordinator;
- Gennady Kuznetsov, Project Food Safety Expert;
- Matluba Uldzhabaeva, Director of the local partner of the project, the National Association of Small and Medium Enterprises.

The main purpose of visits was to make an initial assessment of the enterprises hygiene, as well as discussions with the management of possible co-operation with the project regarding implementation of FSMS.

V. VISITS TO PILOT ENTERPRISES IN KYRGYZSTAN - "KAINDY-KANT" PGT. KAYINDI, AND "DESSERT", KARA-BALTA TOWN, 7 JULY 2014

On 7 July 2014, the project team travelled to companies selected as a pilot on the basis of previously developed criteria, "Kaindy-Kant" and "SHAROB".

The company "Dessert" is a leading processor of fruits and vegetables in the Kyrgyz Republic. "Kaindy-Kant" is almost the only sugar producer in Kyrgyzstan and its products occupy a large segment of the country's market.

When deciding to choose the company "Dessert" as a pilot, it was taken into account that the company participated in the implementation of the EU funded project "Reinforcement of the role and competences of Business Intermediary Organisations to increase their capacity to support food processing SMEs in Kyrgyzstan in the fields of HACCP, food safety, branding, marketing and international certification aimed at increasing market opportunities" implemented in the framework of the Central Asia Invest II in 2011-2012 by British Expertise as an Applicant in partnership with NGO Business Intellect Group (BIG), Kyrgyzstan., Moreover, "Dessert" has received support from USAID in the form of processing equipment, has installed it and currently uses this equipment for producing more competitive processed F&V products.

The following persons took part in visits to pilot enterprises:

- Inna Bayda, Project Coordinator;
- Gennady Kuznetsov, project Food Safety expert;
- Ainura Djumanalieva, representative of local consulting company "Prometheus", LLC.

It should be emphasized that even in the initial phase of project implementation, cooperation with pilot enterprises involves trainees (from BIOs), which represent local consulting companies. Such an approach ensures effective training of these trainees and increases sustainability of the knowledge gained by BIOs participating in the project.

An example of the practical implementation of this approach is the participation of Aynura Djumanalieva in visits to companies "Kaindy-Kant" and "Dessert", with whom proposals to improve production processes and hygienic conditions are being prepared.

The main purpose of visiting both companies was to hold an initial assessment of performance of the enterprises' hygiene, as well as to discuss plans with management of the companies about the cooperation with the project and developing the implementation of FSMS based on standards ISO 22000 and ISO 22002-1.

The following steps are planned to develop and implement FSMS in the near future:

1. For "Dessert" enterprise: review of all available documentation of FSMS, improvement of hygienic conditions, preparation of work plan for the development and implementation of FSMS.
2. For "Kaindy-Kant" enterprise: an in-depth study of FSMS fundamentals, ISO 22000 and ISO 22002-1 standards, improvement of hygienic conditions, improvement of selected processes that have a significant impact on food safety, preparation of the work plan for the implementation of FSMS.

ANNEX A

Generalized replies of participants of HACCP workshop, Bishkek

June 30 - July 1, 2014

1. The workshop was for me:

Very useful - 16 people

Quite useful - 3 people

Interesting, but not useful - 0

Not useful - 0

Comments (participants' style and punctuation are preserved), (5 persons): "very informative workshop", "compressed time", "very interesting, accessible, useful, we hope the introduction in the near future for our company," "very interesting for managers", "a large amount of information in a short time, doesn't give an opportunity for full understanding of the material."

2. Please rate on a five-point scale

A) content of the workshop:

"5" - 16 people

"4" - 3 people

"3" - 0

"2" - 0

Comment (participants' style and punctuation are preserved), (3 people), "if possible, conduct workshops, i.e. training at enterprise ", "content of the workshop would be better if training conducted on the base of some existing enterprise".

B) atmosphere of the workshop:

"5" - 10 people.

"4" - 9.

"3" - 0

"4" - 0

Comment (participants' style and punctuation are preserved), (2 people), "atmosphere is nice, not boring to sit!!!", "active participation take those who are closely associated with the regulations (access)."

B) style of conducting:

"5" - 15 people

"4" - 4 people

"3" - 0

"2" - 0

Comment (participants' style and punctuation are preserved), (2 people), "the style of conducting is good, but it would be better to more deeply understand HACCP system", "more practical examples in the area of food production."

D) workshop materials:

"5" - 14 people

"4" - 5 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved), (1 person): "I think many production workers do not understand some terminology."

3. Please rate on a five-point scale for workshop`s topics:

Subject: "Requirements of WTO SPS, TBT agreements and EU legislation on food safety":

"5" - 13 people

"4" - 6 people

"3" - 0

"2" - 0

Subject: "Food Safety Requirements of Customs Union":

"5" - 14 people

"4" - 5 people

"3" - 0

"2" - 0

Topic: "History and basics of HACCP":

"5" - 16 people

"4" - 3 people

"3" - 0

"2" - 0

Topic: "Development and use of HACCP":

"5" - 16 people

"4" - 3 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved), (1 person): "every manager wants the best in the company + he will aspire".

4. How did the workshop meet your expectations? To what extent and why?

Comment (participants` style and punctuation are preserved):

- "Yes, I am satisfied. Some things were before, only now it is called HACCP".
- "It seems to be as satisfied, but for manufacturers all themes have not understandable terminology."
- "Partially satisfied: only because of lectures. No hands-on session, where they could practice the development of documentation, procedures, there are no examples of plans and others. "

- "The workshop was informative. Coach proved to be a pro, he organized lectures in a simple and affordable methods. We have resolved for ourselves a lot of problems, and there are new challenges that must be addressed in the following workshops on HACCP. Good luck to all!!!. "
- "Yes, I am satisfied. Learned a lot about the HACCP system".
- "Thank you! A lot of useful information. I would like to continue in the same vein".
- "Yes, thank you for your workshop!".
- "Yes, I am satisfied! I wish more time for training".
- "A good example of the introduction of HACCP to any enterprise with the documentation".
- "Yes, I am satisfied! Thank you very much".
- "I liked it and met my expectations because lecturer approached the theme systematically and built a relationship of systems. Many thanks to the organizers!".
- "Yes. The workshop was organized at a high level. "
- «It`s all new for us, it was very interesting. Hope to see in September and enhance knowledge. If it is possible, in more detail how and where to start HACCP. "
- «Time is compressed, I would like to thoroughly convey."
- «Yes, expectations have been met, got general concepts of the HACCP system, thanks to the readership and handouts, and presentation of the material. THANKS !!! Gennady !!! "

ANNEX B

Generalized replies of participants of HACCP workshop, Dushanbe

3-4 July 2014

Workshop leader: Gennady Kuznetsov

1. The workshop was for me:

Very useful - 10 people

Is quite useful - 5 people

Interesting, but not useful - 0

Unhelpful - 0

Comment (participants` style and punctuation are preserved), (5 people), "a complex and useful material. Unfortunately, without some basic knowledge perception is difficult. But this is only because of the lack of special education", " I learned about ISO 22000, learned a lot to explain to the students ", " there were a lot of references to the regulatory framework that will be very helpful in further work ", "Leadings are fellows. It was very pleasant to listen to", "as it is the first time I participate in such training of project development sector revised. veg., fruits, then at next training I will have more information and I can actively discuss issues on this topic".

2. Please rate on a five-point scale

A) content of the workshop:

"5" - 11 people

"4" - 4 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved), (3 persons): "the use of the HACCP system in the enterprise can better control production. process", "to skilled auditors is very useful content, for processors (in my view) is complex", "easily understandable, easily perceptible material"

B) atmosphere of the workshop:

"5" - 6 people

"4" - 9 people

"3" - 0

"4" - 0

Comment (participants` style and punctuation are preserved), (4 people): "convenient and comfortable", "friendly", "it would be nice if the entrepreneurs were involved ", "the audience of different levels."

B) style of conducting:

"5" - 11 people

"4" - 4 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved), (4 people): "very good examples", "like slides where all the required documents and requirements were described," "We like it. All is competent and available", "citing examples training was already fruitful".

D) handouts:

"5" - 11 people

"4" - 4 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved), (4 people): "Thank you for the material", "everything was delivered and I would like to receive the electronic version of it", "have all the required. documentation. It would be even better if it was sent to an electronic version by e-mail. "

3. Please rate on a five-point scale for workshop`s topics:

Subject: "Requirements of WTO SPS, TBT agreements and EU legislation on food safety":

"5" - 10 persons

"4" - 5 people

"3" - 0

"2" - 0

Subject: "Food Safety Requirements of Customs Union":

"5" - 9 people

"4" - 6 people

"3" - 0

"2" - 0

Topic: "History and basics of HACCP":

"5" - 11 people

"4" - 1 person

"3" - 2 people

"2" - 0

Topic: "Development and use of HACCP":

"5" - 11 people

"4" - 3 people

"3" - 0

"2" - 0

Comment (participants` style and punctuation are preserved) (2 persons), "a lot of provisions and regulations. Presentation is oriented towards the participants, initially complex information", "all processing steps and the chain are indicated".

4. How did the workshop meet your expectations? To what extent and why?

Comment (participants` style and punctuation are preserved):

- "Yes! Because I have received information about ISO 22000, ISO 9000. I learned how to manage HACCP in other countries and of course pleased to meet you"
- "The coach is very competent and has a huge database and experience, which is very well reflected in the perception of the training materials. There are good examples for the perception of the material".
- "satisfied, but not to a sufficient degree. Because I did not know much about the terms of this training. But I hope in the following training I will have enough knowledge after reading by myself and doing the homework".
- "Yes, very much! It was at a high level. Materials are precise, clear".
- "A lot of work in this direction. Your workshop strengthened and deposited an existing knowledge base. Thank you".
- "satisfied, now have the general idea".
- "Yes".
- "Yes, satisfied. Topics were chosen relevant. Desirable it was necessary to provide examples and slides, movies".
- "My expectations were met and I got a lot of new information for myself".
- "My expectations have been met".
- "My expectations have been met".
- "At 5. I am grateful to all of you!".

Annex 5: Summary of analysis of participants' feedback on capacity building topics in marketing and management in Kyrgyzstan and Tajikistan

Natalya Kozak/Marketing expert (British Expertise)

KYRGYZSTAN

QUESTIONS WHICH ARE OFFERED FOR STUDYING ON MARKETING AND MANAGEMENT

15 participants of the first capacity building session held on 30 June-1 July 2014 took part in questioning. They were offered a questionnaire to fill in. The training participants had to specify the spheres of marketing and management they are interested in, i.e. those questions which should be studied in the framework of the project capacity building programme.

The analysis of participants' feedback shows that the majority of respondents (13) specified the following topics as priorities for study:

- Requirements with regard to the quality of raw materials and final products,
- Packaging in the Customs Union (canned foods) (14),
- Marketing as a main element of competitiveness of an enterprise (13)
- Marking as one of elements of foodstuff quality management system (12);
- Quality of raw materials and marketing (12),
- Packing of food products and marketing (12),
- Quality management systems (11),
- Current trends in packaging for canned food/F&V processed food (11),
- Logistics in marketing (10).

In view of this, studying these topics becomes the basis of the project capacity building programme in marketing.

Additional points highlighted by trainees in questionnaires are analysed below.

Analysis shows that only two enterprises consider that they do produce organic products, but do not use the corresponding marking/labelling. Three SMEs (out of 15 respondents) have marketing specialists among staff; three SMEs have marketing plans, but are not ready to present them during the project training sessions.

The majority of SMEs (10) buys raw materials at the local market and has contracts with local farmers, including 1 (long-term contract) and 3 (short-term contract).

Five SMEs (only 33,3%) confirmed their the long-term relations with market operators (supermarkets, shops, etc.), including 3 with the network of supermarkets "Narodnyj", 1 with the "Tokmaksky" market, 1 with "Frunze" Hypermarket, 1 with "Alyansprodukt", 1 with "OSKO" supermarket.

Five enterprises use packaging materials produced in the region/Central Asia (including OSOO "Packing World", private entrepreneur Altyn Ansaar", Tokmaksky glass plant, Altyn Azhidaar).

On the question "Do you know providers of services for SMEs on processing of vegetables and fruit (F&V)?", only two SMEs answered positively, having named the Organic movement "Bioorganik" and OSOO "Osco" as consulting services providers.

TAJIKISTAN

QUESTIONS WHICH ARE OFFERED FOR STUDYING ON MARKETING AND MANAGEMENT

16 participants of the first capacity building session held on 3-4 July 2014, including 6 SMEs (4 of them didn't participate in a seminar and filled in questionnaires later) took part in questioning. They were offered a questionnaire to fill in. The training participants had to specify the spheres of marketing and management they are interested in, i.e. those questions which should be studied in the framework of the project capacity building programme.

The analysis of participants' feedback shows that the majority of respondents (13) specify the following topics as priorities for study:

- Market research at SME level (15),
- Packaging of food products and marketing (16),
- Current trends of packaging for canned food/F&V processed products (15),
- Marketing as a main element of competitiveness of an enterprise (15),
- Logistics in marketing (15),
- Fast ("shock") freezing, drying, modern alternative directions of F&V processing (client-oriented tendency) (16),
- Quality requirements: the raw materials, final products, packaging in the Customs Union (F&V processing sector) (15)

In addition, the following topics for studying were considered by respondents as very important to study:

- Marketing strategies (14), Market competition (14),
- Instruments of effective marketing (14),
- Business ethics in marketing/management (14),
- Marking/labelling as one of the quality management elements in food processing sector (12),
- Quality of raw materials and marketing (13).

Therefore, studying the above topics becomes a basis of the project capacity building programme in marketing.

The analysis shows that three enterprises consider that they do produce organic products, but do not use the corresponding marking/labelling, no SME out of six respondents has marketing specialists among their staff, and one SME has a marketing plan and is ready to present it in the framework of the project capacity building programme.

All SMEs (6) buy raw materials at the local market and have contracts with local farmers, including one short-term contract.

Three enterprises confirmed the existence of the long-term relations with market operators (supermarkets, shops, the markets, etc.).

Only one SME knows one packaging producer in the region - the "Isfarinsky glass company" was named.

On the question "Do you know providers of services for SMEs in F&V processing sector?" all the respondents answered negatively.

Annex 6: Summary of analysis of participants' feedback on market research topics in Kyrgyzstan and Tajikistan

TOPICS FOR RESEARCH INTO MARKET OPPORTUNITIES

KYRGYZSTAN

15 respondents/participants of the project capacity building programme took part in questioning in Kyrgyzstan. They were offered a questionnaire to fill in where the respondents had to specify the markets for F&V processed products which represent the key interest for them.

Also, the trainees had to emphasize those questions/topics which should be highlighted in market research for selected F&V processed products.

Having analysed questionnaires of the Kyrgyz participants of the first training of the "Development of Sector of Processing of Vegetables and Fruit in Kyrgyzstan and Tajikistan" project, the following conclusions were made:

The subject for market research in Kyrgyzstan will be ***the market in fruit and vegetable juices***.

More specifically, the following questions which will be reflected in the research:

- Kyrgyz domestic market of F&V juices (to be carried out by the local project expert from Kyrgyzstan).
- Market of the Customs Union of F&V juices.
- Brief characteristics of the "Customs Code" of the Customs Union.
- Trends of development of processed F&V products.
- The tasks/requirements for F&V processing SMEs to enter the European and/or world market.

Other questions on research of market opportunities which were offered to the participants of questioning were not interesting for them or low interest was observed. Therefore it is not advisable to include them in research.

TAJIKISTAN

15 respondents, including only two representatives of SMEs took part in questioning on market research topics in Tajikistan. They were offered a questionnaire to fill in, where the responders had to specify the markets for F&V processed products which represented a key interest for them.

Also, the trainees had to emphasize those questions/topics which should be highlighted in market research for selected F&V processed products.

The majority of respondents (14) specify the market of F&V juices as a priority for carrying out market research. Tomato paste (10) is ranked as a second and jams occupy the third position in the responders' ranking (10).

Nearly half of respondents specified the market of tinned cucumbers as a priority for carrying out market research. Moreover, participants questioned indicated that they would like to obtain information on the markets for dried fruits (4), the specific Tajik-originated onion "Anzura" and tomatoes (2).

Among the most requested questions to be studied in the framework of market research were the requirements of the Customs Union for F&V processed products (10), the domestic market and markets of Central Asia of the chosen product (9 respondents), the market of the Customs Union of the chosen product. The information on the Customs Code of the

Customs Union (9), trends of F&V processing sector development overall (9) and the tasks/requirements with a view to entering European or world markets (10 respondents).

Having analysed the questionnaires of the Tajik participants of the first training of the "Development of Sector of Processing of Vegetables and Fruit in Kyrgyzstan and Tajikistan" project, the following conclusions were made:

The research of market opportunities for Tajikistan will be conducted for ***the market of fruit and vegetable juices***.


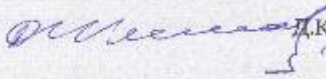
Questions which will be studied in the framework of the research are as follows:

- Tajik domestic market for F&V juices;
- Central Asian market for F&V juices;
- Market of the Customs Union for F&V juices;
- Brief characteristics of the Customs Code of the Customs Union;
- Trends of development of F&V processing sector;
- The tasks/requirements for Tajik F&V processing SMEs needed to enter European or world markets.

Other questions on research of market opportunities which were offered to the participants of questioning were not interesting for them or low interest was observed. Therefore it is planned not to include them in the research.

However, considering the small representation of F&V processing SMEs (1 enterprise) in the first training session, it is necessary to repeat questioning during the second training (September 2014) as long as there is a higher participation level of representatives of F&V processing SMEs.

Annex 7: Letters of commitment from pilot SMEs (Kyrgyzstan)

<p>АЧЫК АКЦИОНЕРДИК КООМУ</p> <p>КАЙЫНДЫ-КАНТ</p>		<p>ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО</p> <p>КАИНДЫ-КАНТ</p>
<p>724700 Кыргыз Республикасы Панфилов району Кайынды шаарчасы Мира кеч., 1 Тел.: + 996 (0-3137) 51-5-02, 51-4-35 Факс: + 996 (0 3137) 51-3-03 ИНН 0300619950032 e-mail: k_kant65@mail.ru</p>		<p>724700 Кыргызская Республика Панфиловский район пгт. Каинда ул. Мира, 1 Тел.: + 996 (0-3137) 51-5-02, 51-4-35 Факс: + 996 (0-3137) 51-3-03 ИНН 0300619950032 e-mail: k_kant65@mail.ru</p>
<p>Иск. № <u>332</u> от « <u>14</u> » <u>04</u> 20<u>14</u>.</p>		
<p>ПРОЕКТ ЕВРОПЕЙСКОГО СОЮЗА</p> <p>Развитие сектора переработки овощей и фруктов в Кыргызстане и Таджикистане</p>		
<p>Настоящим письмом сообщаем, что предприятие ОАО «Кайынды-Кант» заинтересовано принять участие в реализации проекта Европейского Союза в рамках программы Центральная Азия Инвест 2014-2015 как пилотное предприятие. Понимая, что успешность проекта во многом зависит и от его партнеров с кыргызской стороны, обязуемся:</p> <ol style="list-style-type: none">1. Обеспечить участие персонала в учебе, которую будут предоставлять технические консультанты программы в соответствии с согласованным календарным планом.2. Обеспечить участие персонала в разработке и внедрении системы НАССР.3. В рамках финансовых возможностей предприятия обеспечить выполнение мероприятий, необходимых для разработки и внедрения системы НАССР.4. В рамках проведения учебы по системе НАССР допускать в производственные и вспомогательные помещения представителей других предприятий, участвующих в реализации проекта, а также допускать (с учетом заранее согласованных ограничений) распространение документов предприятия по системе НАССР, разрабатываемых во время этой учебы.		
<p>Генеральный директор  К.МАТЕЕВ</p>		

КЫРГЫЗ РЕСПУБЛИКАСЫ
АЧЫК АКЦИОНЕРДИК КООМ
«ДЕСЕРТ»



КЫРГЫЗСКАЯ РЕСПУБЛИКА
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Исх № 82 от «07» 07 2014 г.

На № _____ от « _____ » _____ 20 _____ г.

ПРОЕКТ ЕВРОПЕЙСКОГО СОЮЗА

Развитие сектора переработки овощей и фруктов
в Кыргызстане и Таджикистане

Настоящим письмом сообщаем, что предприятие **ОАО «Десерт»** заинтересовано принять участие в реализации проекта Европейского Союза в рамках программы Центральная Азия Инвест 2014-2015 как пилотное предприятие.

Понимая, что успешность проекта во многом зависит и от его партнеров с кыргызской стороны, обязуемся:

1. Обеспечить участие персонала в учебе, которую будут предоставлять технические консультанты программы в соответствии с согласованным календарным планом.
2. Обеспечить участие персонала в разработке и внедрении системы НАССР
3. В рамках финансовых возможностей предприятия обеспечить выполнение мероприятий, необходимых для разработки и внедрения системы НАССР
4. В рамках проведения учебы по системе НАССР допускать в производственные и вспомогательные помещения представителей других предприятий, участвующих в реализации проекта, а также допускать (с учетом заранее согласованных ограничений) распространение документов предприятия по системе НАССР, разрабатываемых во время этой учебы.



Директор

Ахметов Д.М.