

Fostering Agricultural Markets Activity II (FARMA II)

This assistance is from the Swedish and American people

Request for Quotation: Organization of study visits for advisors

The Sweden/USAID FARMA II project is aimed at development of agri-food sector in BiH and is providing support to the sectors of dairy, poultry, fruits and vegetables, medicinal and aromatic plants and beekeeping. The project is providing technical and financial support to organizations from the private sector, and cooperates with public sector in order to achieve necessary regulatory changes in cases when regulations restrict agricultural development.

Potential service providers related to organization of study visits to Slovenia (for agricultural advisers from public sector) are expected to submit their quotations based on the following parameters:

1. **Module 1: Cultivation and processing of medicinal and aromatic herbs**

This module should cover several areas: Cultivation and processing: Chili peppers (cultivation for medical purposes and specificities of cultivation; processing for nutrition and for medical purposes (oleoresin capsicum)); chamomile, calendula, lavender, quail, immortelle (cultivation, cultivation specificities, processing); A combined theoretical and practical work with a small group of advisors is expected during the study visit.

2. **Module 2: Dairy – Development of new products (focus on new types of cheese)**

Education in the field of dairy farming should be focused on cheese production and by-products in cheese production (production of cheese, butter, yoghurt, and kefir on farms, by-products in cheese production and their use).

3. **Module 3: Innovative techniques in vegetable production**

This model should cover the following topics: vegetable production (tomatoes, hot peppers and sweet peppers, garlic, parsley, celery); vegetable dehydration; substrates in the production of vegetable seedlings and the protection of seedlings against diseases and pests; hydroponic vegetable growing; irrigation in vegetable production.

4. **Module 4: Innovative techniques in fruit production (apple, pear, plum)**

This module should cover the following topics: Use of growth inhibitors of young branches during vegetation; Weed control in plantations; Reduction of reproduction of harmful insect populations in orchards.

5. **Module 5: Cluster organization and cluster management**

This module is intended to cover the following topics: The role of clusters in agriculture/role in improvement of product quality, pooling resources, promotion of local brands, connecting with the market, encouragement of inclusion of women and young

people in agriculture; Additional valorization of the agricultural sector (branding of agricultural products, networking between agricultural sector and other industries, etc.); Agricultural Knowledge and Information System (AKIS), with specific emphasis on advisory.

6. Module 6: Mechanization

It is intended for this module to cover the following topics: Importance and role of quality cultivation on crop yield; Plowing techniques in different terrains; Choice of plows for different types of land; Automatic guidance and control of agricultural machinery and equipment.

7. Module 7: Agro-tourism

This module is intended to offer theoretical and practical findings on the opportunities that agro-tourism brings to farms to increase income and diversify production, especially when it comes to producers near urban centers. It is expected that this module provide information on successful support measures for the development of agro-tourism as well, and to emphasize the biggest challenges in transforming the farm into an agro-tourism business.

Total duration of the study trip is 5 days (4 nights) for all listed modules, i.e. advisors will be on training site from early Monday to afternoon Friday. The expected number of participants is 5 advisors per module.

For modules 1-3, training for all products should include a review of marketing and sales, and promotion of observed agricultural products (possibly graphic design of products as well).

This call is intended for organizations/companies (not for individuals).

The quotation should include:

- Total costs for organization for each of planned Module per details listed above;
- Provisional program for each module, including CVs of key lecturers;
- Summary of the providers experience in organization and provision of education service on requested/similar topics in the last 5 years;
- Reference list of clients for last 5 years.

The quotation should not include costs of transportation, hotel lodging and meals during the study visit. Costs should be listed in EUR and should include all expenses (VAT if applicable).

Sweden/USAID FARMA II expects to organize all Modules by end of 2020.

The quotation **should be submitted by CoB on March 20, 2020** in English or in one of BiH languages via email info@farmabih.ba.