

Questionnaire for Companies

DOMESTIC PRODUCTION, IMPORT SUBSTITUTION AND INVESTMENT PROMOTION IN AGROPROCESSING

A. PROFILE

1) Place of Activity

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2) Type of Activity

- | | | |
|-------------------------|-------------------------|-------------------|
| • (a) Farmer / Producer | • (b) Collection Points | • (c) Processors |
| • (d) Trader | • (e) Exporter | • (f) Other _____ |

3) Main activity product:

• (a) Aromatic/Medical Plant	• (b) Vegetable	• (c) Fruits	• (d) Nuts	• (e) Fruits/Vegetable processing

4) Are your products certified? • Yes • No

If Yes, what product and what certification?

(a) Certified Products	
(b) Type of certification	

5) Company size

a) Turnover	b) Number of employment	c) Average wage

B. CHALLENGES

1) Do you consider agro-processing as a potential and good investment opportunity in Albania??

- a) Yes, because _____
- b) No, because _____
- c) I don't know

2) The main problems encountered in relation to "Supply of raw materials in the country" - rate it on a scale from 1 to 5 (where 5 = little / not at all problematic and 1 = very problematic)

•	a) Insufficient amount of raw materials	• 1	• 2	• 3	• 4	• 5
•	b) Standard / low quality of raw materials	• 1	• 2	• 3	• 4	• 5
•	c) Lack of liquidity for the payment of raw materials	• 1	• 2	• 3	• 4	• 5
•	d) Methods of payment of farmers (in cash or bank)	• 1	• 2	• 3	• 4	• 5
•	e) Costs					
•	f) Other	• 1	• 2	• 3	• 4	• 5

•		• 1	• 2	• 3	• 4	• 5
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3) The main problems encountered in relation to "Product Processing & Marketing" - rate it on a scale from 1 to 5 (where 5 = little / not at all problematic and 1 = very problematic)

•	a) Customer access (product sales market)	• 1	• 2	• 3	• 4	• 5
•	b) Trust of customers or consumers	• 1	• 2	• 3	• 4	• 5
•	c) Unfair competition from imports	• 1	• 2	• 3	• 4	• 5
•	d) Informality in the domestic market	• 1	• 2	• 3	• 4	• 5
•	e) Technology	• 1	• 2	• 3	• 4	• 5
•	f) Other					
•		• 1	• 2	• 3	• 4	• 5
•		• 1	• 2	• 3	• 4	• 5

4) Main problems encountered related to Business Management - rate it on a scale from 1 to 5 (where 5 = little / not at all problematic and 1 = very problematic)

•	a) Finding / hiring specialized employees	• 1	• 2	• 3	• 4	• 5
•	b) Finding non-specialized employees / workers	• 1	• 2	• 3	• 4	• 5
•	c) Access to Financing for Liquids (working capital)	• 1	• 2	• 3	• 4	• 5
•	d) Access to Financing for investments	• 1	• 2	• 3	• 4	• 5
•	e) Preparation of technical and financial investment plans	• 1	• 2	• 3	• 4	• 5
•	f) Ownership of the Land	• 1	• 2	• 3	• 4	• 5
•	g) Energy					
•	h) Other	• 1	• 2	• 3	• 4	• 5
•		• 1	• 2	• 3	• 4	• 5

5) Evaluate the procedures on a scale from 1 to 5 (where 5 = Very Positive and 1 = Very Problematic) in relation to:

•	a) Licenses and authorizations	• 1	• 2	• 3	• 4	• 5
•	b) Product certification (brands and registration)	• 1	• 2	• 3	• 4	• 5
•	c) Quality certification of products (GlobalGAP etc):	• 1	• 2	• 3	• 4	• 5
•	d) Customs Procedures / Green Channel	• 1	• 2	• 3	• 4	• 5
•	e) Border inspections by AKU	• 1	• 2	• 3	• 4	• 5
•	f) Barcode	• 1	• 2	• 3	• 4	• 5
•	g) Laboratory tests and phytosanitary certificates	• 1	• 2	• 3	• 4	• 5

– Concrete issues regarding procedures/institutions:

(1)
(2)
(3)

6) Are you part of Cooperatives / Cooperations / Organizations? ?

- (a) Yes, specify: _____
- (b) No, I don't believe in Cooperatives
- (c) No, I am not aware of the existence of such organizations
- (d) Other: _____

7) Do you provide raw materials from the domestic market? ?

- Yes (a) what %?
- No (b) explain reasons

8) List 3 main reasons that are an impediment to usage of domestic primary raw materials:

a)

b)

c)

9) How do you secure the market for product sales (distribution network)? ?

- a) Randomly
- b) With contracts concluded in advance with clients
- c) With contracts related to the wholesale market / collection points
- d) Other _____

10) Have you considered exporting??

- a) Yes, I do export., specify % _____
- b) Yes, but I can't, please explain _____
- c) No, I operate only in domestic market _____

11) Where do you export State any other potential export country?

12) List 3 main impediments in exporting your products

a)

b)

c)

13) Have you participated in trainings related to your activity? ?

- a) Yes, please specify _____
- b) No, I don't need _____
- c) Other _____

14) Is your staff trained regularly??

- a) Yes/once at start
- b) Yes/regularly
- c) No/no need
- d) Other

15) Are you informed about market demands, prices, markets, etc.? .

- a) Yes, regularly, specify source _____
- b) No, I don't need it
- c) Other _____

16) List the following items in order of importance to your business ("1 = less important" and "5 = very important")

a) Access to new markets	• 1	• 2	• 3	• 4	• 5
b) Access to finance	• 1	• 2	• 3	• 4	• 5
c) Assistance in marketing products	• 1	• 2	• 3	• 4	• 5
d) Product standard / certification product	• 1	• 2	• 3	• 4	• 5
e) Product packaging	• 1	• 2	• 3	• 4	• 5
f) Training	• 1	• 2	• 3	• 4	• 5
g) Procedures	• 1	• 2	• 3	• 4	• 5
h) Relations with Institutions	• 1	• 2	• 3	• 4	• 5
i) Inadequate legal and sub-legal framework	• 1	• 2	• 3	• 4	• 5
j) Corruption	• 1	• 2	• 3	• 4	• 5
k) Informality	• 1	• 2	• 3	• 4	• 5

17) How do you judge the situation of your activity, in these times of pandemics? ?

- a) It does not affect me
- b) It affects me in securing the raw material
- c) Affects me in finding clients
- d) Affects me in the processes of transport / trade of products within the country
- e) Affects me in the processes of transport / trade of products in export
- f) Other _____

C. INVESTMENT OPPORTUNITIES

1) What do you think are the main obstacles for new investments in your field of activity?

- a) Legal _____
- b) Institutional _____
- c) Fragmentation and lack of cooperation
- d) Access to raw materials
- e) Access to finance
- f) Access to markets
- g) Other _____

2) Do you think that Free Economic Zones are a good opportunity for the development of agro-processing in the country? ?

- g) Yes, specify why _____
- h) NO, specify why _____
- i) I don't know _____

3) Do you think that the following products are potential for the development of the agro-processing sector in the country (evaluate with 1 to 5, where: "1 = little / no potential" and "5 = very potential")?

a) tomatoes	• 1	• 2	• 3	• 4	• 5
b) chestnut	• 1	• 2	• 3	• 4	• 5
c) nuts	• 1	• 2	• 3	• 4	• 5

d) hazelnut	• 1	• 2	• 3	• 4	• 5
e) almonds	• 1	• 2	• 3	• 4	• 5
f) medical/aromatic plants					
g) tea	• 1	• 2	• 3	• 4	• 5
h) fruit juices	• 1	• 2	• 3	• 4	• 5
i) Other	• 1	• 2	• 3	• 4	• 5
j)	• 1	• 2	• 3	• 4	• 5

ACCESS TO FINANCE

4) Have you made significant investments in the last 24 months? ? • Yes • No

a) If yes, in what value:	(_____) • ALL • EUR
b) With what resources	
i. With personal or business resources	(_____)
ii. With loans from banks in Albania	(_____)
iii. With subsidies (eg ARDA, AIDA, etc.)	(_____)
iv. With funding from other local partners	(_____)
v. With funding from other foreign partners	(_____)

5) Do we have plans to make significant investments in the next 24 months ? • Yes. • No

a) If Yes, in what value:	(_____) • ALL • EUR
c) With what resources	
i. With personal or business resources	(_____)
ii. With loans from banks in Albania	(_____)
iii. With subsidies (eg ARDA, AIDA, etc.)	(_____)
iv. With funding from other local partners	(_____)
v. With funding from other foreign partners	(_____)

6) Are you aware of the Agro-processing support programs offered by MBZHR/AZHBR/AIDA ?

• Yes. • No

7) If yes, where did you get the information??

• a) From MARD/ARDA/AIDA through promotion campaigns • b) From Business Associations • c) From personal acquaintance • d) AIDA • e) Other _____

8) If you know, have you applied to the Agro-processing support programs offered by MARD / ARDA / AIDA

- a) Yes
- b) No, state why _____

9) If you have applied, are you a beneficiary of these support programs?

• (a) Yes.	• (b) No
(c) If you are a beneficiary how would you rate it?	
(d) Do you think that there is a need for more support from the state in this regard and in what aspects / areas?	

10) Are you aware of the schemes / guarantee funds / technical assistance programs for Agro-processors provided by AASF / ASB / RCGF / Italian-Albanian SME Development Program, etc.?

• Yes.	• No

11) If yes, where did you get the information??

• a) From their promotion campaigns • b) From Business Associations • c) From personal acquaintance • d) AIDA • e) Other _____
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12) Are you a beneficiary of funds or technical assistance from these support programs? ?

• (a) Yes	• (b) No
(c) If you are a beneficiary, how would you rate this support? Give your opinion.	
• Positive • Negative In terms of the interest rate offered • Positive • Negative In terms of % of collateral required • Positive • Negative In terms of loan term • Positive • Negative In terms of procedures • Positive • Negative In terms of training provided	
(d) Do you think there is a need for more support in this regard and in what aspects / areas?	

13) Have you received loans from the banking system to support your activity? ?

• Yes.	• No
If so, what did you use the loan amount for?	
a) Overdraft (coverage of short-term liquidity needs)	
b) Credit for Inventory / Working Capital	
c) Investment Loans / Projects (Long Term)	

**14) If you have received a loan, how do you assess the support provided by banks in this regard?
Comment on: :**

a) In terms of the interest rate offered	
b) In terms of warranty required	
c) In terms of % of collateral required	
d) In terms of procedures	
e) In terms of time of loan approval	
f) In term of loans life	
g) Other, specify	

15) If you have not received a loan, what are the reasons:

• a) I do not need credit • b) Lack of information • c) High Interest rate • d) Complicated administrative procedures • e) Difficulties in preparing business plans • f) Lack of collateral • g) Short term • h) Request for additional co-borrowers • i) No credit was offered for my specific need • j) Other_____

16) Do you have anything else you want to add or re-emphasize?

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