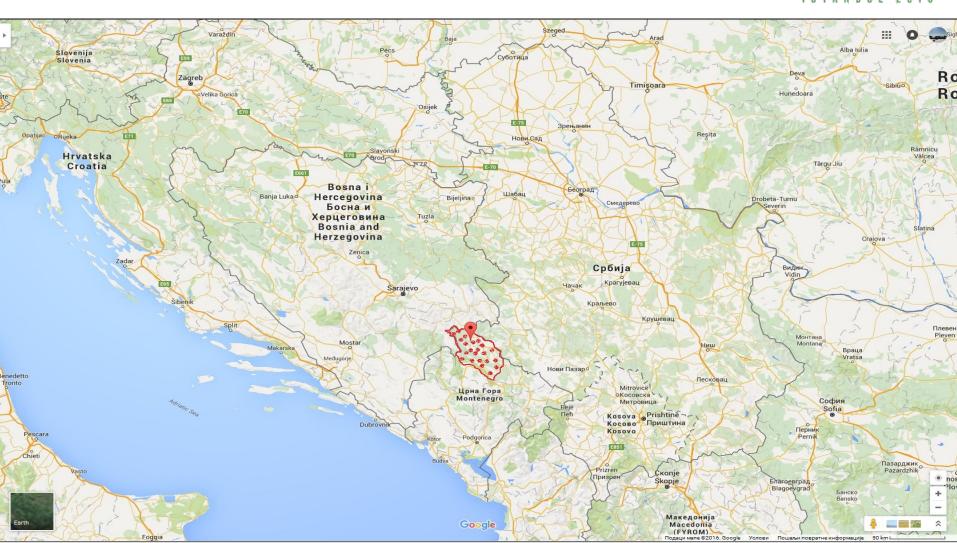
International Brokerage Event Istanbul 30/9/2016



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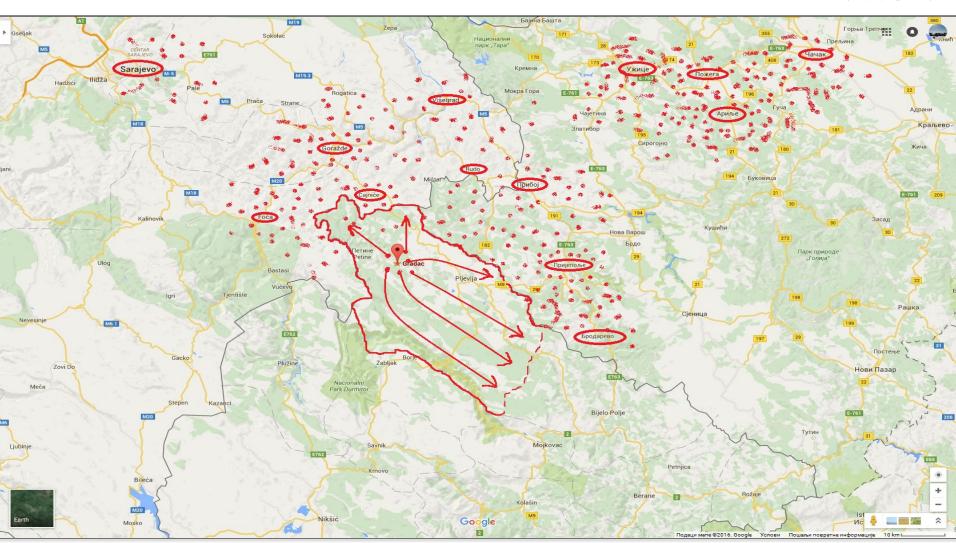
Where is Gradac...?





Our operating area...





Agrocooperative "Gradac"



- ...is a key driving force of sustainable development in northern Montenegro and significant part of the Western Balkans.
- ...aims to improve competiveness of agro-food value chains, reducing unemployment and integrating remote and undeveloped regions.
- ...mission is to ensure sustainable production of healthy and competitive products and sustainable system of cooperation.

Recent experience in successful projects:

- ... the regional strategy for berry fruits (raspberry, blackberry, and blueberry) has been successfully implemented with our partners.
- ...FADN, TEMPUS...

Expertise and competences



Our expertise:

- three main "pillars": modern production practices, techniques and technologies,
 organization of production, and the economic performance.
- business analysis and diagnostics, practical research, optimization, piloting, testing, benchmarking, optimizing the intensity, level of specialization, diversification and advancing the effectiveness of production.
- through training, education and transfer of knowledge and reaserach results...
- an intermediary organization, purchasing and re-selling fresh products from small producers...

Selling points ...

...reliable partner for large EU projects implementation, experience in project management and coordination for small scale projects, extensive network of clients on local, regional and national levels; well developed cooperation with the most influential stakeholders; experienced team with excellent organizational and research skills; Gradac can advance projects reach and impact, from development throughout implementation.

TOPICS of interest



- <u>SC5-21-2017</u> Cultural heritage as a driver for sustainable growth
- SPIRE-11-2017 Support for the enhancement of the impact of SPIRE PPP projects
- RUR-09-2017 Business models for modern rural economies
- RUR-13-2017 Building a future science and education system fit to deliver to practice

Our role as a partner



- expertise in dissemination (advancing practical and tehnical skills of producers, technology transfer, policy advancement etc); excessive cross sector reach throughout the Balkans;
- transfer of research results into the real sector;
- providing information, education, training and technology transfer to farmers, SMEs, advisors and researchers;
- piloting of new business models, and trainning methods;
- development, testing, validation, monitoring and analysis;
- monitoring of policy implementation and policy advancement;
- rural and regional development;
- Gradac represents innovative business (role)model, learning organisation, building synergy among producers, cooperants, advisors, local stakeholders - to advance their performance and market efficiency.

We would be delighted also to discuss specific project tasks if you see interest for cooperation.



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