

## How will applications be evaluated?

All applications must be submitted by the deadline and adhere to the administrative requirements. After the administrative check, the applicant's investment profile will be evaluated according to its technical and financial viability. The strongest/most promising investment profiles will be selected and the applicant will be duly informed; thereafter their complete business proposal will be assessed according to the selection criteria and will also be appraised by environmental and financial expert consultants.

Applications will be graded according to following selection criteria:

FAIR Grant recipients will be required to participate in two to five planned and/or unannounced monitoring visits to ensure compliance with the terms of the grant agreement and European and local environmental and financial standards and to follow up on the impact (jobs and revenue) generated by the grant. Funding will not be considered for short-term investments.



Criteria	Approximate Weight/Value
Relevance for economic development, industry facilitation and creation of productive employment opportunities.	20%
Financial sustainability: which should include the economic benefit of the business proposal in terms of income and profitability	20%
Growth potential of the enterprise, including its changes of replacing a product or service that is currently available only through imports	20%
Contribution to environmentally-sound production in Kosovo	10%
Beneficiaries and impact of the business, its utilization of local resources and benefits and relevance to local markets	10%
Increase of the skill level among its employees: on-the-job or specialized trainings available; apprenticeship for young/new employees	10%
Multi-ethnic characteristics of employees and/or primary market	5%
Impact on the community: employment, services or other considerations given to women, physically disabled persons or veterans	5%
<b>TOTAL</b>	<b>100%</b>

## When can I apply for a FAIR Grant?

Calls for Business Proposals to the FAIR will be advertised in March, May, and September 2007. Detailed information can be found on the FAIR website. Prior to each deadline for submission of proposals, IOM will arrange public information meetings on procedures and requirements for applications.

**The first Call for Proposals starts on 21 March 2007.**

**Applications Written in Albanian or Serbian are due on 1 May 2007 at 12:00 pm.**

**Applications written in English are due on 8 May 2007, at 12:00 pm.**

FOR FURTHER INFORMATION VISIT:

[WWW.FAIRKOSOVO.ORG](http://WWW.FAIRKOSOVO.ORG)

or email us: [fairproject@iom.ipko.org](mailto:fairproject@iom.ipko.org)

# Fund for Agro-Processing & Industrial Revitalization (FAIR)

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GRAND-DUCHÉ DE LUXEMBOURG  
Ministère des Affaires étrangères



FAIR

An EU funded project managed by the European Agency for Reconstruction

## What is FAIR?

The Fund for Agro-Processing & Industrial Revitalization (FAIR) is funded by the European Union through the European Agency for Reconstruction (EAR), co-funded by the Grand Duchy of Luxembourg and implemented by the International Organization for Migration (IOM).

FAIR is dedicated to supporting local economic development and the creation of new employment in the northern part of Kosovo. FAIR offers financial and technical support to entrepreneurs who are selected through a competitive application process, which will take place three times over 2007 and 2008.

Existing or new entrepreneurs can apply for a FAIR Grant ranging from **50,000 to 200,000 EURO** to purchase equipment and/or technology needed to start or improve a new business.

FAIR Grant applications will be evaluated against factors including administrative compliance, the viability and soundness of the investment and the number of jobs created.

Detailed guidelines about the application procedures, including instructions for the preparation of the investment profile and business proposal, and a list of required support documents as well as the contact details of IOM offices in Prishtinë/Priština and Zvečan/Zvečan are available online at [www.fairkosovo.org](http://www.fairkosovo.org).

## What are FAIR Grants?

FAIR Grants are meant to support businesses in the **manufacturing, agro-processing and service** sectors. Each applicant's enterprise will be evaluated on a case-by-case basis. Pure trade investment proposals will not be considered.

FAIR Grants can be used for start-up or expanding business through the purchase of equipment, machinery, hard ware and software, and other raw materials covering the full cost of purchasing machinery and equipment and bringing it to the business site. This includes freight, shipping and handling, customs duties, insurance etc.

Grants **may not** be used to purchase land, construct or repair a facility/structure or to pay rent or staff salaries.

FAIR grants range from **50,000 to 200,000 EURO** and cannot exceed 75% of the total investment costs. The applicant must contribute at least 25% from their own resources (capital, secured loans, etc), which must be demonstrated in the application. Grants will be disbursed directly to the suppliers of the equipment, technology or services requested.

In addition to receiving financial support, FAIR Grant recipients will be offered technical assistance to support the operations of the business and ensure compliance with financial and environmental requirements/regulations. FAIR will engage local and international experts to assist the grant beneficiaries' companies with marketing and sales, financial planning, partner & market identification, environmentally sound production methods, production planning, among others.

## Who is eligible to apply?

Applicants must be a legal or natural person, registered in Kosovo and the proposed investment must be located in northern part of Kosovo, specifically the municipalities of **Mitrovicë/Mitrovica, Zvečan/Zvečan, Vushtri/Vučitrn, Zubin Potok and Leposavić/Leposaviq**.



Applicants must adhere to rigorous standards of environmental protection, worksite safety, financial accountability, and transparency. They must have completed all registration and other administrative procedures required by the PISG and paid all taxes owed. FAIR staff will verify applicants' compliance with these provisions.

Joint ventures with non-Kosovo companies are also eligible for FAIR Grants and must comply with the same requirements.

## How do I apply for a FAIR Grant?

FAIR Grant applications consist of three parts:

- **Investment profile** (summarizing business concept and investment requested from FAIR)
- **Business proposal** (comprehensive description of existing or new business, market analysis, growth potential, thorough description of investment sought and justification for it)
- **Support documentation** (business registration, etc)

Detailed guidelines for applicants, forms needed to be completed the Investment Profile and Business Proposal as well as the list of relevant support documentation, are available at [www.fairkosovo.org](http://www.fairkosovo.org).

Applications may be submitted in English, Albanian or Serbian. Applications in English can be turned in one week later than those in Albanian or Serbian, since the latter need to be translated.

Applicants may submit more than one business proposal but may not be awarded more than one grant.

Applicants who are not selected for support may apply again during the next Call for Business Proposals.