

## CROATIA

Improving the economic  
performance of all farms  
and facilitating farm  
restructuring and  
modernisation

### Location

Ozalj

### Programming period

2014 – 2020

### Priority

P2 – Farm Viability and  
Competitiveness

### Measure

M6 - Farm & business  
development

### Funding (EUR)

RDP support 1 992.75  
EAFRD 1 693.84  
National/Regional 298.91

### Project duration

2016 – 2017

### Project promoter

OPG Stjepan Pilat

### Contact

[pilat.mario@gmail.com](mailto:pilat.mario@gmail.com)

### Website

n/a

Upgrading the production capacity of a farm by investing into building new greenhouses and setting up an irrigation system.

## Summary

The beneficiary and his wife wanted to actively engage in agriculture and expand their farm. However, their own funds were insufficient for the desired investment. Support from the Croatian rural development programme financed part of the investment which included drilling for a water well, construction of greenhouses, installing of solar panels, an setting up an irrigation system and a fence around the property.



## Results

The increased productivity resulted in a 300% increase in revenue.

## Lessons & Recommendations

- ❑ Preparing a quality application is the first step and the beneficiary was confident from the beginning that the application would be approved because they were sure that they had good quality project.
- ❑ The approval process took too long and this was the only thing that bothered the beneficiary since they were eager to proceed with the investment.

## Context

The beneficiary and his wife wanted to actively engage in agriculture and expand their farm. However, their own funds were insufficient for the desired investment.

## Objectives

Objectives of this project included:

- increasing the production capacity;
- improving the production process with a modern irrigation system.

## Activities

As soon as the beneficiary received confirmation that their project proposal was approved, they contacted all the identified suppliers that would be involved in the activity.

1. A craftsman was engaged make the drilling for the water well.
2. The greenhouses was constructed by another craftsman with long experience in the sales and installation of greenhouses for many years. The construction was completed within 4 business days.
3. Solar Panels were also installed.
4. A young entrepreneur was engaged to set up the irrigation system. The activity was performed within 2 days.
5. A fence was also set up within 5 working days

The general approach of the beneficiary was to ask for offers from small businesses with great experience. It was also easier for the providers to adapt their offers quickly to the specific needs of the project. Due to the fact that they have been running for more than a year since the tender had been released for a grant application, the beneficiary wanted to complete the activities as soon as possible to start using the greenhouse. In October 2016, a the greenhouses was ready and by the beginning of 2017 an excellent yield was harvested and the first income gained.



## Main results

The project was fully completed and total funding was paid in April 2017.

The project raised production, which resulted in a 300% increase in revenue.

The initial goal was fully met and after a year the beneficiary realised they will soon need to increase the capacity further.

## Key lessons

The beneficiary was confident from the beginning that the application would be approved because we they were sure that they had good quality project.

The approval process took too long and this was the only thing that bothered the beneficiary since they were eager to proceed with the investment.

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## Additional sources of information

<https://hr-hr.facebook.com/OPG-PILAT-1434782073434787/>