

USAID Kosovo Compete Activity aims to improve the export competitiveness of the private sector in the wood processing, food processing and ICT sectors. Its interventions are organized along five workstreams, focusing on market access, diversified finance, business sophistication, skills development, and supporting the business environment. The USAID Compete delivers its interventions through a systemic approach that seeks to promote resilient, self-sustaining market systems. The five-year USAID Compete Activity that began in August 2020 also seeks to leverage the diaspora's strong economic potential.

Interventions and Activities resulted in:

\$8.5M

in exports



Generated

\$15.8M

of investments



Worked with

368

Private Sector Enterprises



Engaged

108

Partnerships



564

individuals participated in workshops/trainings or on-the-job coaching



Market Access interventions aim to expand the private sector's ability to access export markets by linking local companies with diaspora and foreign businesses.

79

Market Linkages Created

17

Companies entered new export markets for the first time

23

Companies were supported to participate in international trade fairs

Diversified Finance interventions aim to facilitate access to finance for Kosovo exporters through more adaptable and tailored financial products by working with key financial industry stakeholders.

The introduction of **LEASING** options and increased equipment maintenance awareness made machinery more affordable and accessible for wood processors, allowing for capital investments and operational efficiency.

Launched the **EXPORT WINDOW** by the Kosovo Credit Guarantee Fund (KCGF) with **7 partner financial institutions**, offering €30M in guarantee capital from a base capital of €10M.



Business Sophistication interventions aim to influence the path-to-maturity of the private sector regarding internal standards, processes, and systems.

4

Companies obtained quality certifications, enabling them to increase their competitiveness in international markets

28

Companies trained in **Lean Manufacturing** and **Design Thinking**



Skills Development interventions aim to address the non-availability of skilled workforce in the selected sectors by supporting the growth of private VET providers in the USAID Compete's focus sectors.

Increased availability of training programs tailored to market needs; increased availability of skilled CNC operators and programmers.

187 Trained

55 women and 132 men gained new skills in wood processing



104 Employed

26 women and 78 men found employment after training

258 Youth Learned

about career opportunities in focus sectors



Supporting Business Environment interventions aim to address key sector-level regulatory and institutional challenges by empowering various actors to strengthen industry associations and offer commercial diplomacy services.

Facilitated the establishment of new market information unit at STIKK, known as the **Statistical and Analytical Unit**

Results up to: March 2023

Life-of-Project Targets

Exports Increase: **\$40M**

Market Linkages Created: **200**

Investments: **\$15M**

Number of Private Enterprises: **310**