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INTEGRATED WATER RESOURCES MANAGEMENT IN KOSOVO (IWRM-K)

Phase 2
May 2024 – April 2029

Call for Expression of Interest

Competitive Grants Scheme
Ref: CEI-CGS-2025-001

for

**Selection of Pilot Industrial Operators in Kosovo for
Implementation of Pollution Reduction and Water
Use Efficiency Measures**



Integrated Water Resources
Management in Kosovo

*The IWRM-K is a Swiss Agency for Development and Cooperation (SDC) and Government of Kosovo Program,
implemented by Skat Consulting Ltd. (Switzerland) in consortium with the Environment Agency Austria (EAA)*

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INVITATION FORM

Integrated Water Resources Management in Kosovo (IWRM-K) Program	DATE: September 25, 2025
	REFERENCE: Call for Expression of Interest Selection of Pilot Industrial Operators in Kosovo for Implementation of Pollution Reduction and Water Use Efficiency Measures

Dear Sir/ Madam:

The Swiss and Government of Kosovo's "Integrated Water Resources Management in Kosovo" Program (hereinafter **the Program** or **IWRM-K**) aims to build long-lasting water resources management capacities at national and river basin levels in line with Kosovo's socio-economic and political priorities, as well as the needs of future sustainable development. An important part of the Program are the activities aiming at prototyping approaches and practices for **reducing the pressures from point source pollution from industrial operators** in priority areas across Kosovo (for more information on the Program please visit: <https://iwrk.com/home>).

As part of its **Competitive Grants Scheme (CGS)** the Program now invites interested **industrial operators and animal farms** that meet the criteria below to apply for catalytical grants for the implementation of technological process improvement, pollution reduction, and water use efficiency measures.

This Call has an open-ended submission deadline, meaning it will remain open until a sufficient number of eligible applications have been received and awarded by the Program. Applications will be reviewed on a "first come, first served" basis.

Submitted applications will be evaluated at monthly intervals following the launch of the Call. Once all planned grants have been committed, the Call will be withdrawn, and an official notification will be circulated.

The Expression of Interest and questions regarding this CEI must be submitted to the following dedicated e-mail address: skatconsultingkosovo@skat.ch . If there are any questions, the answers will be replied individually.

1. Introduction

The Swiss and Government of Kosovo's *Integrated Water Resources Management in Kosovo* Program (hereinafter the **Program** or **IWRM-K**) has entered its Phase 2, with the continued objective of strengthening long-lasting water resources management capacities at national and river basin levels, in line with Kosovo's socio-economic and political priorities and the needs of sustainable development.

During Phase 1, the Program successfully piloted approaches to reduce pressures from point source pollution, awarding catalytic grants to industrial operators and animal farms for the introduction of technological process improvements, as well as implementation of pollution reduction and water use efficiency measures. These initial interventions demonstrated concrete results in reducing environmental impacts, improving efficiency of operations, and showcasing innovative solutions relevant to Kosovo's context. For further information, see publications "Waves of Progress" and /or "Sustainable Industry" which can be found here: https://iwr-m-k.com/home#publications_inc

Building on these achievements and lessons learned, Phase 2 continues expand such practices in priority areas across Kosovo.

As part of its Competitive Grants Scheme (CGS), the Program now invites interested **industrial operators and animal farms** that meet the criteria below to apply for **catalytic grants** eligible measures. For this purpose, the Program foresees allocating up to **7 grants, each with a maximum amount of up to 50,000 EUR**.

The Program seeks to partner with **proactive and socially responsible Industrial Operators (IOs)** that aim to consolidate and scale up efforts to mitigate environmental impacts (especially on water resources) while simultaneously improving their technological processes and overall performance (e.g., reducing raw material, water and energy use, increasing waste recycling and reuse, introducing new products from potential waste materials, promoting cleaner technologies to reduce pollution at source, and advancing wastewater and solid waste management solutions).

Eligible applicants must meet the following **minimum criteria**:

- To be legally registered in Kosovo and to have operations across the country.
- While there is no defined geographical scope for the CGS, priority will be given to entities operating within the Ibër River Basin, specifically along the Sitnica River.
- Industrial operations/processes to belong to one of the following categories:
 - Food processing industries (e.g. milk and dairy, meat, other food production) – Priority 1
 - Textile dyeing and finishing factories – Priority 2
 - Animal farms (e.g. poultry, cattle, or other animal production) – Priority 2
 - Metal processing – Priority 2
- To be legally obliged to obtain a **water permit** (e.g., for water abstraction and/or discharge) and/or **integrated environmental permit** (in line with the Integrated Pollution Prevention and Control / Industrial Emissions Directive)
- To accept to use the Program-supported activities as a **case study** to be shared for future replication (e.g., taking an active part in permitting process, accept learning/ knowledge exchange visits, authorized IO staff to take part in meetings, training, and workshops)
- To commit to providing **co-funding** or **follow-up funding** for implementation of the agreed measures.

In addition, applicants need to comply with the following general **eligibility principles**:

- Avoiding conflict of interest
- Financial sustainability of applicants

- Avoiding Swiss double funding
- Not funding of political activities and/or projects submitted by/associated with Politically Exposed Persons (PEP)

The recommended measures to be supported by the grants, and the possible Program support are presented in the following table:

Recommended measures	Eligible IWRM-K Program support
<ul style="list-style-type: none"> • Improvement of technological operations & processes to improve resource efficiency, prevent/minimize material & energy losses thus improving environmental and economic performance • Application of circular economy approach, for example, by the production of new products or energy production from potential waste materials • Design of solutions for reduction of emissions to water bodies from industrial operations (e.g., wastewater treatment, solid waste management) • Design of solutions for reduction of water abstractions (e.g., through more efficient water use) 	<ul style="list-style-type: none"> • Formulation of water and/or environmental permit requests • Preparation of feasibility studies for the selection of best technological solutions • Preparation of detailed technical design documentation for implementation of recommended/agreed measures • Transfer of knowledge and technology from the EU and/or Switzerland • Trainings for IO staff for implementation and maintenance of measures • Improvement of monitoring systems at IO level (design and implementation) • Provision of specialized software that will enable implementation of the recommended measures • Implementation of communication, education, and awareness-raising activities that will improve the overall image and public perception of the IO¹ • Purchase of equipment • Limited construction activities for implementation of the recommended/agreed measures

The use of available funds will be agreed upon with the selected IOs in a **negotiation process** based on **a)** type of operations/processes, **b)** capacity development needs of the IOs for implementation of measures, and **c)** magnitude and purpose of co-funding provided by the IOs.

Depending on the nature of requirements, the support provided can be a mix of expert input, equipment, and simple construction activities. As a guiding principle, grant funds will primarily be used for compliance with legal requirements (e.g., permitting) and design of solutions ('**soft measures**'), especially if no such solutions are designed by the IO already. The investment in '**hard measures**' (e.g., construction, purchase of equipment) will be considered only after appropriate design documentation is made available (e.g., through the grant and/or by the IOs themselves)².

The implementation mode will be agreed upon with the selected grantees and available options include **a)** transfer of funds from the Program to the grantee (in instalments based on agreed milestones), **b)** implementation of the measure directly by the Program (through procurement of services and goods), or **c)** mix of the two.

¹ That relates to implementation of good water management practices

² Grants are generally not planned to cover major capital investments in infrastructure development. On an exceptional basis, grants may be used as contribution to capital investments, as seed funding (to initiate realization of capital investment) or to complete advanced-stage eligible infrastructure projects. If the applicants already have access to technical documentation, it will be subject to external independent review for relevance and quality prior to decision of using it as a basis for grant-supported implementation of measures.

The share of responsibilities in the implementation of the agreed activities, including in the use of funds, through the grant, will be articulated in **Grant Agreements to be signed between IWRM-K and the selected IOs**.

2. Application and Evaluation Processes

The following key steps will be applied in the selection of IOs:

- **Expression of Interest** (please use the form attached as Appendix A to apply to this Call)³
- Development of a **Concept Note** (form attached as Appendix C). **NOTE:** only pre-selected IOs, based on the accepted Expression of Interest, will be invited to submit Concept Notes
- **Selection of IOs/grantees and signing of Agreements** (based on the overall quality of Concept Notes)

The table below summarizes the provisional **evaluation criteria** and the corresponding **scoring** approach that are going to be used to evaluate the Concept Notes submitted by pre-selected IOs following the Expression of Interest step⁴.

Evaluation Category	Maximum Points
Location <ul style="list-style-type: none"> • Sitnica river is the closest water body (max 20 points) • Other subbasins in Ibër River Basin (max 15 points) • Other River Basins (max 10 points) 	20
Type of Industry <ul style="list-style-type: none"> • Food processing (20) • Other industries (10) 	20
Impact: <ul style="list-style-type: none"> • Likelihood for the project to be completed (funding availability – own and/or other external sources) • Magnitude of positive effects (pollution reduction effects) • Size of the population positively affected • Protection of other values (e.g., ecologically sensitive areas, protected areas, water sources for different purposes) 	20
Sustainability & scalability <ul style="list-style-type: none"> • Likelihood of positive impacts to extend over a longer period • Company's financial situation • Availability of qualified/trained staff 	20
Innovation, replicability & scaling-up potential <ul style="list-style-type: none"> • Relevance to the industrial operation for the local context (are there any other such operators in the country) • Is the proposed project idea innovative for the country? • Is the idea potentially interesting for others to replicate (will it serve as a best practice)? 	10
Capacity of applicant/beneficiary: <ul style="list-style-type: none"> • Overall capacity of the applicant to complete the project and sustain the positive effects • Risk magnitude and probability 	10
Total:	100

Evaluation of applications will be carried out by appropriate independent evaluation bodies that will involve the necessary technical expertise. The resulting Grant Agreements will be signed by the selected IOs and the branch office of Skat Consulting Ltd. based in Pristina that is the

³ The purpose of the Expression of Interest step is to ensure that neither the Program nor the applicants invest time and resources in developing concepts for ideas that will not meet the minimum eligibility requirements.

⁴ The table is provided for 'orientation' purposes only. It will be further refined at the Concept Note stage to provide objective evaluation and selection process.

legal representative of the IWRM-K in Kosovo. In case of agreed disbursement from the Program to the IO, the agreed amounts will be paid in instalments linked to specific deliverables and a corresponding timetable specified in the agreements.

The selected IOs will have to agree to **detailed implementation plans that will specify monitoring and reporting requirements**. The monitoring plans for each IO will be tailor-made based on the nature of grants, implementation approaches, duration, and grant recipients (e.g., legal entity, co-funding needs, and opportunities). Grant accounts must be open to **inspection by external auditors** at any given time without prior information.

Appendix A: Form for Expression of Interest

Name of the business:	Contact person, Title:
	Phone number:
Type of industry & capacity:	The current number of employees:
Location:	Funds to be sought from IWRM-K:
Registration year:	Company's possible contribution (own or through other funding sources):
Eol submitted on (Date):	

Yes	No	Declaration of eligibility and compliance with minimum requirements	Evidence
<input type="checkbox"/>	<input type="checkbox"/>	Understanding of requirements: I/We have read and fully understand the requirements of the Call and the Competitive Grants Scheme.	N/A
<input type="checkbox"/>	<input type="checkbox"/>	Location: I/we confirm that our operations are located in _____ (town, municipality) in Ibër, Morava e Binçës or Lepenc river basins	Complete business registration certificate (documents)
<input type="checkbox"/>	<input type="checkbox"/>	Type of operation: I/We confirm that our business operations belong to the category of (please choose that one that applies): a) Food processing industries (e.g. milk and dairy, meat, other food production) – Priority 1 b) Textile dyeing and finishing factories – Priority 2 c) Animal farms (e.g. poultry, cattle, or other animal production) – Priority 2 d) Metal processing – Priority 2	Business registration, industry classification documents, company profile
<input type="checkbox"/>	<input type="checkbox"/>	Permitting obligations & declaration of willingness to comply with them (please choose the one that applies): a) Water permit b) Integrated environmental permit	Correspondence with the authorities Excerpts from relevant legislation Received permits or permit application acceptance documents
<input type="checkbox"/>	<input type="checkbox"/>	I/we express willingness to engage in stakeholder communication, knowledge exchange processes, and sharing of lessons learned	N/A
<input type="checkbox"/>	<input type="checkbox"/>	I/we express readiness to share with IWRM-K all relevant data necessary for the implementation of the grant, including (past and projected) data on the production capacity of IO, quantity, and quality of wastewater and waste streams, energy production.	N/A
<input type="checkbox"/>	<input type="checkbox"/>	Co-funding: I/We commit to allocating the company's financial resources in support of the agreed measures	N/A
<input type="checkbox"/>	<input type="checkbox"/>	Avoiding of Swiss (double) funding: I/we declare that we do not have Swiss donor funding for implementation of the measures we apply for	N/A
<input type="checkbox"/>	<input type="checkbox"/>	Non-funding of ineligible activities: I/we declare that no grant funds will be used for funding of ineligible activities, such as political activities and/or projects submitted by/associated with Politically Exposed Persons (PEP)	N/A
<input type="checkbox"/>	<input type="checkbox"/>	Conflict of interest: I/We warrant that we have no actual, potential, or perceived Conflict of Interest in submitting this application	N/A

Yes	No	Declaration of eligibility and compliance with minimum requirements	Evidence
<input type="checkbox"/>	<input type="checkbox"/>	Financial sustainability: I/We declare that our company does not face any financial sustainability issue, is not involved in a bankruptcy, and has fulfilled all obligations in terms of eligible taxes as per the pertaining Kosovo legislation	Tax Verification Document issued from Tax Authorities not older than three months from the date of application.
<input type="checkbox"/>	<input type="checkbox"/>	External evaluation & audit: I/we declare that the programmatic and financial performance during implementation of grants will be open to external evaluation and/or audit at any given time with or without prior information.	N/A

Signature: _____

Name: Click or tap here to enter text.

Title: Click or tap here to enter text.

Date: Click or tap to enter a date.

Brief description

The idea submitted for grant consideration needs to be briefly elaborated along with the following key questions:

1. Description of the proposed concept (what you want to do)
 - Relevance to the CGS/Call for Expression of interest
 - Company's ability to implement the project (based on past experiences and current capacities)
2. The rationale of the proposed concept
 - What do you want to implement?
 - How will this contribute to the better economic and environmental performance of your operations (in line with the objectives of this Call)?
 - Company's available data that can be used to address the identified challenges (e.g., production, energy consumption, wastewater and waste streams quantities, and quality)
3. Type of support required (list any required expertise, equipment, construction activities)
 - Support considered for funding under the grant
 - Own funding (indicative amount and purpose/complementarity with the grant)
4. Expected results & timeline
 - Summary of potential positive effects
 - Overview of risk and sustainability measures
 - Implementation timeline

Appendix B: Concept Note⁵

Basic instructions

- This Concept Note should not be filled by applicants at this stage. Only eligible applicants that will pass the Expression of Interest stage will be invited to prepare this Concept Note.
- Once preselected, you will submit their concept notes according to this prescribed template. Please follow the instructions and try to give the information required clear, short, and to the point.
- Please read the guiding text carefully before preparing the concept note.

Name of the business/industrial operator	
Contact Person, Title	
Contact details	
The proposed budget for financing by IWRM-K (EUR)	
Proposed contribution (EUR)	

Business/ Organizational Profile

[Please write a brief introduction of the business/industrial operations. The introduction must include information on its establishment, legal status, offices, no. of employees by gender and core business of the organization, ownership, and governance (explain the internal organization of the firm). Please include information on key technological processes (capacity, usage of raw material), as well as key environmental challenges that require technological or other solutions that can be conceptualized as part of the CGS. (*Maximum 500 words*)

Elaboration of requirements

- a. Describe the proposed approach/concept.

[The concept could be a new or improved product/service, transfer of technology, production/manufacturing process, approaches to addressing the main challenge] (*Maximum 300 words*)

- b. The rationale of the proposed concept. Justify the reasons behind the concept focusing on:
- What is the main objective of the intervention?
 - How will it solve the problem/constraint as mentioned in the Expression of Interest form
 - How will it benefit the environment and society (*Maximum 300 words*)
- c. What innovation does the idea or project bring?
- Explain your understanding of how the idea will help address the issue backed by a description of relevant examples (*Maximum 200 words*)
- d. Please explain why external financial support is needed to implement the project. What will happen if financial support is not available? (*Maximum 150 words*)

Continuity & expansion viability of the proposed concept

- a. What is the applicant's plan to implement the proposed concept upon receiving the Program support through the CGS? (*Maximum 300 words*)
- b. Is the concept scalable? Please explain if the project has the potential to be implemented at a wider scale] (*Maximum 300 words*)
- c. How sustainable is the projected impact from addressing the issue? (*Maximum 300 words*)

⁵ This Concept Note should not be filled by applicants at this stage. Only eligible applicants that will pass the Expression of Interest stage will be invited to prepare this Concept Note.

Major Activities

- a. List the major key activities (interventions) which need to be implemented (*Maximum 300 words*)

Summary of benefits

[Please provide information on the effects of the implemented measures] (*Maximum 150 words*)

- a. Quantified environmental impact (e.g., in terms of reduction of pressures)
- b. Summary of social benefits (size of benefiting population disaggregated by gender, and other social aspects, protection of important values)

Fund requirement

What amount of the total project value (in Euro or percentage) is expected from the CGS for successful implementation of the intervention?

Costs (EUR)	Applicant's Contribution	Requested CGS contribution	Total
Staff time		/	
Technical Assistance			
Infrastructure		/	
Equipment			
Other *			
The total cost of the Project			
Percentage %			

**Use additional budget lines in accordance with the proposal needs*