



ELECTRONIC NETWORK OF KOSOVAR ENVIRONMENTAL NGOS

2004 - 2009

Business Plan

Prishtina
September, 2004

Burim LECI
Coordinator

Blerim VELA
REC Kosova

Sharri.Net – Electronic network of Kosovar environmental NGOs
Kodra e Diellit, Rruga 3, Lamela 26
e-mail: info@sharri.net
[http:// www.sharri.net](http://www.sharri.net)

Contents

PAGE 03	1. EXECUTIVE SUMMARY <ul style="list-style-type: none">1.1. Vision1.2. Achievements1.3. Market Needs1.4. Products & Services1.5. Key People & Experience1.6. Critical Success Factors1.7. Key Financials
PAGE 05	2. VISION
PAGE 06	3. CONTEXT <ul style="list-style-type: none">3.1. History3.2. Achievements3.3. Current Situation
PAGE 0 X	4. MARKET <ul style="list-style-type: none">4.1. Market Profile4.2. Market Needs4.3. Market Size4.4. Competitive Analysis4.5. Market Opportunities
PAGE 0 X	5. PRODUCTS AND SERVICES
PAGE 0 X	6. MARKETING PLAN <ul style="list-style-type: none">6.1. Positioning6.2. Key Messages6.3. Marketing Strategies6.4. Pricing & Projection
PAGE 0 X	7. MANAGEMENT AND ORGANIZATION <ul style="list-style-type: none">7.1. Organizational Chart7.2. Organizational Systems7.3. Board & Advisors
PAGE 0 X	8. SWOT AND SUCCESS FACTORS <ul style="list-style-type: none">8.1. SWOT Analysis8.2. Critical Success Factors
PAGE 0 X	9. FINANCIAL OVERVIEW <ul style="list-style-type: none">9.1. Overview of Expenses9.2. Revenue Scenarios9.3. Break Even Analysis9.4. Financing9.5. Organizational Budget

1 EXECUTIVE SUMMARY

Sharri.Net has managed to create a solid managing structure combined with a clear vision on how to protect environment through exchange of information, experience and implementation of joint environmental projects.

To date, the electronic network of environmental NGOs in Kosova has been financially supported by different donors, but taking into account the current trends in Kosova and broader region, Sharri.Net is preparing this business plan to successfully deal with the future obstacles and at the same time to be more efficient, sustainable and supportive to Kosovar environmental movement in general.

1.1 Vision

Vision of Sharri.Net is to create an independent system of information exchange among civil society that will serve as a platform for exchange of knowledge, experience and resources that would consequently lead to an efficient environmental protection.

1.2 Achievements

Sharri.Net represents the first success of the regional networking project for environmental civil society in Southeaster Europe. Being established in 2002, Sharri.Net has managed to function and provide service during these three year s. The main features of this work are:

- Good organizonal structure and wide spread in Kosova, includes almost all environmental NGOs;
- Registered as non-for-profit electronic network of environmental NGOs;
- It has created and it is managing an advanced web-page;
- It also prepares seasonal printed publication, Eko-Logjika;
- It has held environmental conference with relevant stakeholder;
- It has signed agreement with Ministry of Environment and Spatial Planning;
- It has implemented successfully a joint project by different NGOs that are constituting Sharri.net called “United for safe environment in Kosova”;
- It has organized trainings for youth NGOs for presentation of their organization and activities and for writing project proposals ; and
- It is thoroughly working to translate the webpage and “Eko-Logjika” in Serbian and English.

1.3 Market Needs

During its three years of operations and after a numerous meetings with different stakeholders in the field of environment in Kosova, Sharri.Net has identified the following needs of its market:

- Information on time
- Reliable source of information
- Access to environmental information in local language
- Promotion/presenting their activities/projects
- Feed back from public on environmental issues
- On- line campaigning
- Web space/presence

1.4 Products and Services

In order to meet the above mentioned needs of its market, Sharri.Net has made an assessment of its resources that could match with the needs. As a result, a list of products and services is prepared:

- | | |
|--------------------------------|-------------------------|
| • Web mail; | • Discussion forums; |
| • Web development; | • On line voting polls; |
| • On line campaigning; | • Trainings; |
| • News posting system; | • Databases; and |
| • Information request service; | • Printed publications |

1.5 Key People and Experience

Name	Position	Memo
Burim LECI	Coordinator of Sharri.Net	<p>Professional background: Sociologist</p> <p>Experience in: trainer for trainers; project design/writing; action plans; creating networks; organization of conferences and events; advocacy and lobbying; moderation; mediation, conflict resolution, team building, ext.</p> <p>Engaged in Sharri.Net since establishment.</p>
Blerim VELA	External Consultant of Sharri.Net	<p>Professional background: Political Science</p> <p>Experience in: environmental cooperation with neighboring countries; capacity-building and technical support; communications and the civil society; internet actions (editing, graphics, development); publications (editing, layout, translation, printing, dissemination); press and media relations; organization of conferences and events; public relations and promotion; environmental governance - Aarhus Convention on the access to information, participation and justice on environmental matters; and trained facilitator.</p> <p>Initiator for creating Electronic Network in Kosova</p>
Sharri.Net has 7 members of Board of Directors with environmental background, as well as professional staff for maintaining web-page and editing the bulletin called Eko-Logjika.		

1.6 Critical Success Factors

Ever since its establishment, the main objective of Sharri.Net was to expand the electronic network throughout the territory of Kosova, where member organizations of the network would benefit from the exchange of experiences, information and data. Sharri.Net has implemented its activities mainly in the main centers of Kosova: Prishtina, Mitrovica, Prizren, Peja, Gjilan, Ferizaj, Gjakova, while organizations from other towns have used them as a linking bridge to join the network of Sharri.Net.

Sharri.Net incited more frequent communication between organizations, as well as more information on their activities. By supporting, stimulating and initiating joint projects of member organizations of the network, these organizations were using the Electronic Network to find partners for the implementation of their projects. This experience was brought to us by two organizations Aquila (Peja) and MAR (Gjakova) that implemented projects with essential support from Sharri.Net.

Also, Sharri.Net has steered its dissemination strategy to reach wider public through two parallel tools, the webpage and printed publication. It has successfully launched its advanced web-page that can be easily be used by NGOs and environmental civil society. Furthermore with the publishing of Sharri.Net bulletin Eko-Logjika, Sharri.Net positioned itself as a valuable asset in case of implementation of environmental projects in Kosova.

1.7 Key Financials

The establishment and the growth rate of Sharri.Net could not been achieved without the financial support of the Regional Environmental Center for Central and Eastern Europe (REC), which made it possible the international experience and help be at hand when most needed. Also, Kosovar Foundation for Open Society provided Sharri.Net with valuable help in technical equipment.

Having in mind the longevity of Sharri.Net, its Board of Directors decided to shift the focus on financial input from outside donations to internal market. The preparation if this Business Plan aims to ease the pains of such transition and present a clear plan for future.

2 VISION

Vision of Sharri.Net is to create an independent system of information exchange among civil society that will serve as a platform for exchange of knowledge, experience and resources that would consequently lead to an efficient environmental protection.

Sharri.Net widely acknowledges that an influential civil society is an important pillar of sustainable peace, stability, and social progress in Kosova. One of the basic prerequisites for a successful cooperation is an extensive flow of information. Cooperation and information are closely inter-related, and one cannot exist without the other one. Therefore, for the long-term sustainability of the environmental NGO sector Sharri.Net will create a basic infrastructure that would provide the platform for an efficient and intensive flow of information, knowledge, experience and resources. This basic infrastructure would cover both the institutional framework and the technical means of doing so.

3 CONTEXT

Sharri.Net is the Electronic Network of Kosovar Environmental Organizations, which was created with the aim of establishing a genuine system (network) of environmental organizations for the exchange of information, experiences and knowledge about the environment, which can help in improving the world we live in.

3.1 History

Sharri.Net was established on 16 February 2002 by 18 environmental organizations, and it was registered at the UNMIK Office for Registration of NGOs on 26 February 2003, with the number of registration: 5102063 – 4. Immediately after its establishment, Sharri.Net launched its activities, initially with the exchange of information, trainings, workshops, conferences, implementing joint projects, various environmental seminars in Kosova and abroad.

The organizations that founded Sharri.Net are: MAR (Gjakova), The Group of Young Ecologists (Prishtina), the Kosovar Association of Ecologists (Prishtina), the Ecological Association 1999 (Prizren), Eko Center (Prishtina), Eko Sfera (Prishtina), Vision 029 (Prizren), Youth Vision (Malisheva), Kosovar Youth Council (Gjakova), Civic Initiative Forum (Ferizaj), Aquila (Pejë), Eko Klina (Klinë), Ecological Association (Pejë), Millenium (Dardanë), Eko Trepça (Mitrovicë), Drita e Krushë (Prishtinë), the Kosovar Association of Organic Agriculture (Prishtinë), SH I P (Deçan)

Ever since its establishment, the main objective of Sharri.Net was to expand the electronic network throughout the territory of Kosova, where member organizations of the network would benefit from the exchange of experiences, information and data. Sharri.Net has implemented its activities mainly in the main centers of Kosova: Prishtina, Mitrovica, Prizren, Peja, Gjiilan, Ferizaj, Gjakova, while organizations from other towns have used them as a linking bridge to join the network of Sharri.Net.

Now days Sharri.Net achieved to establish its organizational structure starting from Assembly Members; Board of Directors and Executive Body (staff members).

3.2 Achievements

Sharri.Net incited more frequent communication between organizations, as well as more information on their activities. By supporting, stimulating and initiating joint projects of member organizations of the network, these organizations were using the Electronic Network to find partners for the implementation of their projects. This experience was brought to us by two organizations Aquila (Peja) and MAR (Gjakova) that implemented projects with essential support from Sharri.Net.

Until May 2003, Sharri.Net was led by member organizations of the Board of Directors, and in cooperation with the managing organizations of Sharri.Net; it had complete leadership of the projects. However, since May 2003, Sharri.Net has its own staff members but it still leads its projects for the benefit of member organizations.

3.3 Current situation

Sharri.Net with its current work it positioning itself as the most reliable source for environmental information and network that assists the other organizations. Sharri.Net is working toward greater role in decision-making processes and promoting public participation. Other plans for Sharri.Net are to assist other Kosovar NGOs, not restricted to environmental ones, to exchange information and present their activities (campaigns). Aside this Sharri.Net is interested to cooperate (sharing news, ideas, experiences, etc) and implement projects with other NGOs from the region.

Recently Sharri.Net web-page has been hacked time to time, that's why for year 2004 we planed to redesign and raise the security of Sharri.Net web-page in order to be compatible with the Sharri.Net Business Plan and to meet the market needs, as well we planed to translate Sharri.Net web-page into English and Serbian.

4 MARKET

Kosovar general public, civil society, academia and governmental officials lack profoundly information about the state of environment in their communities. As a result, often environmental problems are neglected and not treated properly. With a new institutional structures and legislation, citizens of Kosova face a constant threat of environmental disasters occurring at any time.

Since 1999, Kosova dealt with enormous presence of NGOs, both local and international, that took the role of rebuilding their lives. According to UNMIK NGO Liaison Office by December 2003, in Kosova there are more than 2000 registered NGOs. Only portions of it are environmental/environmental related NGOs that work in all parts of Kosova.

With their growth, both in the sense of offering services and their presence, an eminent need of accessing environmental information arouse. NGOs started dealing with environmental problems in their communities, which previously weren't; the Ministry of Environment was established and soon the Environmental Protection Law was prepared and passed in Kosova National Assembly. A set of governmental structures was in places that were responsible to tackle environmental problems ranging from air pollution to hazardous waste transportation. Also, from the governmental side there was a great need for exchange of environmental news. In that time Sharri.Net was established with the aim of meeting these requests.

4.1 Market Profile

NGOs – currently there are 50 environmental NGOs, most of whom do not have presence in internet and knowledge on ICT. Sharri.Net in the next 5 (five) years will cover the environmental groups and widening its target group to other civil society groups, thus positioning itself as main source of reliable information.

Governmental Officials – based on Institutional Framework nine out of ten existing Ministries are in one-way or the other responsible about environmental issues. The main ministry, Ministry of Environment and Spatial Planning has 280 employees. Almost in all the municipalities (30 municipalities) there are separate departments equipped with staff that is responsible about environmental issues.

Research Institutes – there are several institutes that are working in the field of environment. With the approval of environmental protection law additional tasks are given to these institutes. Currently they are only collecting data from basic monitoring and the information is delivered only to the Ministry of Environment.

Academia – Currently they are several departments within University of Prishtina that give courses on environmental topics (e.g. Department of Sociology, Political Science, Chemistry, Science, Biology, Engineering, etc). Just recently Department of Ecology was opened. Most of these departments lack literature in local language and environmental information.

Environmental Activists – During the implementation of diverse environmental campaigns, there are a lot of activists that are not members of any organization but that are volunteering to help in implementing campaigns (mainly cleaning up action). In order to get them active in other fields of environment, they need to be informed in time for the calendar of environmental activities.

Media – Currently in Kosovar media there are no environmental journalists. Journalists that deal with environmental topics are at the same time journalists dealing with municipal news or economic news. Sharri.Net has in its database more than 30 journalists that have written/reported about environmental topics.

4.2 Market needs

During its three years of operations and after a numerous meetings with different stakeholders in the field of environment in Kosova, Sharri.Net has identified the following needs of its market:

- Information on time
- Reliable source of information
- Access to environmental information in local language

- Promotion/presenting their activities/projects
- Feed back from public on environmental issues
- On-line campaigning
- Web space/presence

4.3 Market Size

With the focus on environmental issues and stakeholders can rely on the existing data on the usage of the current services.

For 2004 Sharri.Net plans to have:

- 60 subscribed members to its Mailing Lists, News Posting System;
- 75 email address users;
- 10 NGOs/organizations equipped with websites.

In 2005, Sharri.Net plans a steady increase of number of its consumers to:

- 100 subscribers to its Mailing List, News Posting System;
- 125 email address users;
- 20 NGOs/organizations equipped with websites.

For 2006:

- 120 subscribers to its Mailing List, News Posting System;
- 155 email address users;
- 27 NGOs/organization equipped with websites .

For 2007:

- 220 subscribers to its Mailing List, News Posting System;
- 215 email address users;
- 40 NGOs/organization equipped with websites.

For 2008:

- 300 subscribers to its Mailing List, News Posting System;
- 285 email address users;
- 55 NGOs/organization equipped with websites.

For 2009:

- 400 subscribers to its Mailing List, News Posting System;
- 355 email address users;
- 75 NGOs/organization equipped with websites.

4.4 Competitive Analysis

- IPKO (limited free internet services)
- Private web development companies (20)
- ATRC (Trainings)
- KCSF (Trainings)

4.5 Market Opportunities

Taking into account the great need for information both by civil society and governmental institutions regarding environmental issues, Sharri.Net has prepared a set of products that will meet the needs of its target groups. Sharri.Net products will be developed in the philosophy that they can be easily used, high security/quality products and have competitive prices (in all most cases cheaper than the existing competition).

But also we have to take into account that kosovar NGOs aren't used to pay for such delivered services, so this can be seen as obstacle in the beginning.

5 PRODUCTS AND SERVICES

In order to meet the abovementioned needs of the target groups Sharri.Net, will offer the following services.

5.1 Web mail

One of the core products/services that Sharri.Net will recognized with is the web mail service (POP3). Sharri.Net intends to offer this service to its members in the beginning and afterwards with the growth and development of such service, it will be offered to everyone that requires it. Also, Sharri.Net will promote the high quality service to its customers by providing free security services. Spam protection and antivirus security options will be offered to every customer.

5.2 Web development

Being in an environment full of demands for web presentation by both governmental and non-governmental sector, Sharri.Net will focus much of its efforts to provide quality services with reasonable market competing prices. Besides web design it will include web hosting in out web server, which in turn will provide the costumer with similar secure environment in which Sharri.Net webpage operates.

5.3 On line campaigning

Extensive usage of the on line camping in western countries proved to be a successful tool. Sharri.Net intends to bring and promote that experience to Kosovar market. Among others this will include advertisements and promotional ads. With ever growing demand for such tool, on line campaigning could become one of the most profitable services that Sharri.Net will provide.

5.4 News posting system

The foundation of Sharri.Net as an information exchange network will be embodied with the news posting system. The news posting system will be developed in such way that will be user friendly and it will be easy to use. With minimal editing skills, every user will be able to post information in Sharri.Net webpage. Sharri.Net will reserve the right not to publish information/articles that in a way are contradicting with its mission and vision statement.

5.5 Information request service

The “information request service” represents the unique selling point of this business plan of Sharri.Net. It will be dedicated solely to Sharri.Net users with the aim of bridging the time consuming gap of finding information and satisfying the needs of the consumer.

5.6 Discussion forums

The foundation of the community sense among Sharri.Net consumers will be the discussion forums. It will raise issues for discussion and promote exchange of information. At the same time it will represent a comprehensive source of information for Sharri.Net news posting system.

5.7 On line voting polls

In order to assess the ever changing opinion on environmental issues, Sharri.Net intends to provide its users with an overview on the direction of that opinion. Hot topics, such as environmental accidents and environmental legislation will be at the limelight of such on line voting polls.

5.8 Trainings

Sharri.Net will offer trainings to interested parties in the following topics: training of trainers, avocation, lobbying project writing, Aarhus Convention, fundraising, sustainable development, environmental impact assessment, etc.

5.9 Databases

One of the common features of every webpage of networks in database section. Sharri.Net intends that with the ever growing demand for information and membership, to increase the quality and quantity of the databases offered. Initially it will include the list of NGOs, Regional E-networks, etc.

5.10 Printed publications

As a follow up of its printed publications/products, Sharri.Net will in future continue to prepare the seasonal printed publication Eko-Logjika and will focus on preparation of the Serbian version of the same one.

Responding to Market Needs

In order to meet Environmental Society Needs, Sharri.Net is offering above mentioned services, services that are based on the needs of environmental organizations identified based on research and requests directed to Sharri.Net.

Unique Selling Proposition (USP) (optional)

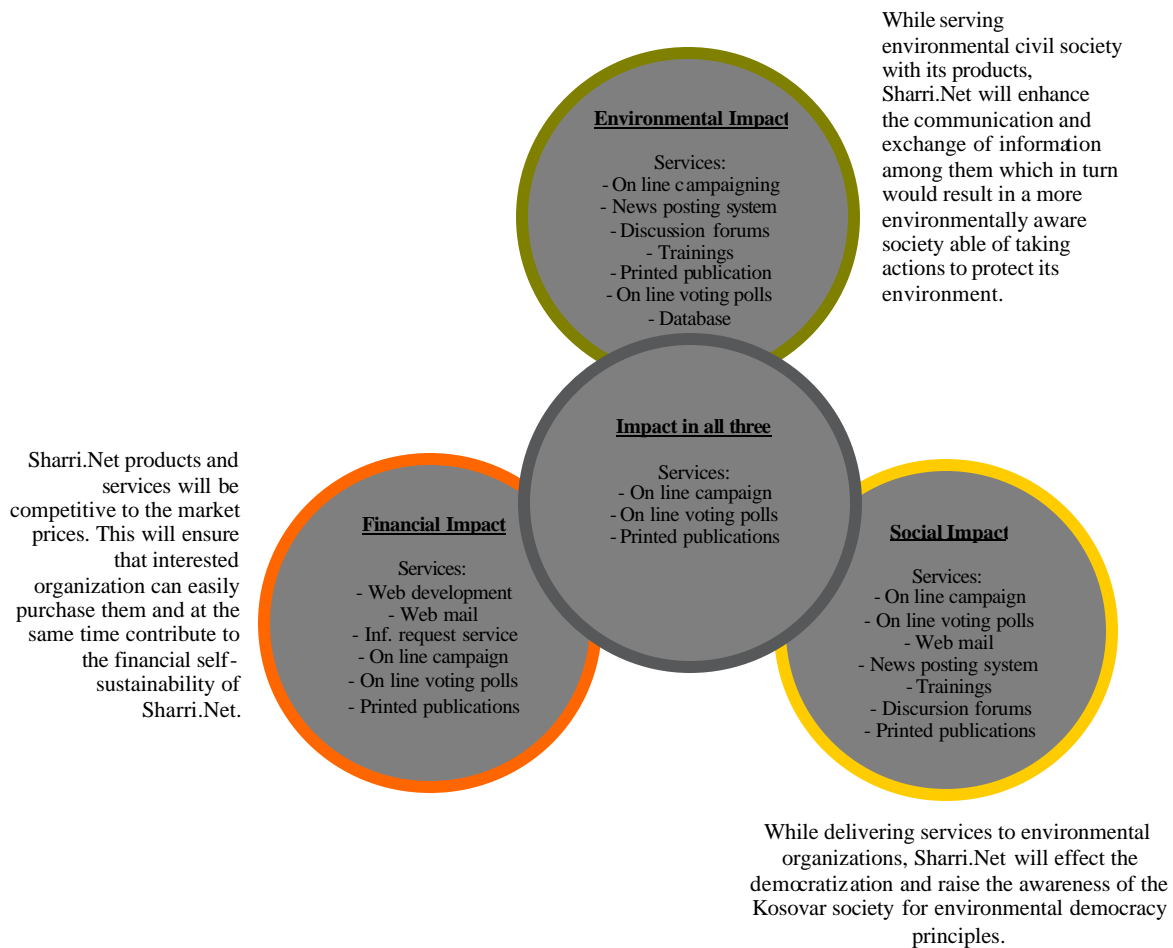
Sharri.Net has identified the following unique selling points:

- Feeling of NGO community
- Free services for some period
- Low prices
- Proper tools/ deliverance on time
- Access to other regional e-nets

Delivery Strategy

Almost all services of Sharri.Net will be delivered over the web, except trainings and printed publications. Printed publication can be delivered through web by using Information Request Service.

Bottoms Lines



6 MARKETING PLAN

Sharri.Net wants to reach the NGO society and offer its products/ services through its main tool internet. Therefore, web will be the main promoter of our products. As well personal correspondence, newsletters, leaflets, conferences/ meetings, etc., will be used to promote and sell our products and services.

6.1 Positioning

All products and services of Sharri.Net are crucial and compatible with the environmental NGO needs, as well they are low priced in comparison with the market, and often they are unique.

6.2 Key messages

- Low price qualitative services!
- Delivered on time products, compatible with your needs!
- Through using our services and products, you are strengthening the environmental network, promoting and empowering your NGO.

6.3 Marketing strategies

Name of the product	Tools we use to promote our products	Investments	Money we will get from	Human Capacity	How Realistic
Web Mail (POP3) + Mailing Lists	a) Advertising b) Internet tea house c) Personal Correspondent d) A thematic portal e) Partnership with other NGOs f) Newsletter g) Trainings participation in events, committees	YES	- membership fee - ongoing fee - grants	Software Developer	☺ Very realistic
Web Development or web-portals	a) Advertising b) internet tea house c) Flyers/ bulletins d) personal correspondence e) a thematic portal f) conference/events g) Trainings	YES	- indirect donor support - one time consulting fee - advertising - support contract - grants	- Web Designer - software Developer - Content Manager	☺ Depend from the human resources, but still so realistic
News Posting System	a) Advertising b) Internet tea house c) Flyers/ bulletins d) A thematic portal as marketing tool e) Conference/ events f) Direct personal e-mail g) Partnership with other NGOs h) Becoming a service providers for the donors i) Newsletter j) Trainings Participation in events, committees	NO	- membership fee - advertising	- Software Developer - Content Manager	☺ Very realistic
Information Request Services	a) Advertising b) Internet tea house c) Flyers on bulletin board d) Personal correspondence e) A thematic portal as marketing tool f) Conferences/ events g) Direct personal e-mail h) Unique selling points i) Partnership with other NGOs j) Service provider for donors k) Newsletters l) Signature under e-mail m) Training/ training materials n) Participation in events, committees	YES	- ongoing fee - indirect donor support - grants	- Software Developer - Content Manager - web researcher (part-time)	☹ ☹ ☺ So So

6.4 Pricing and Projections

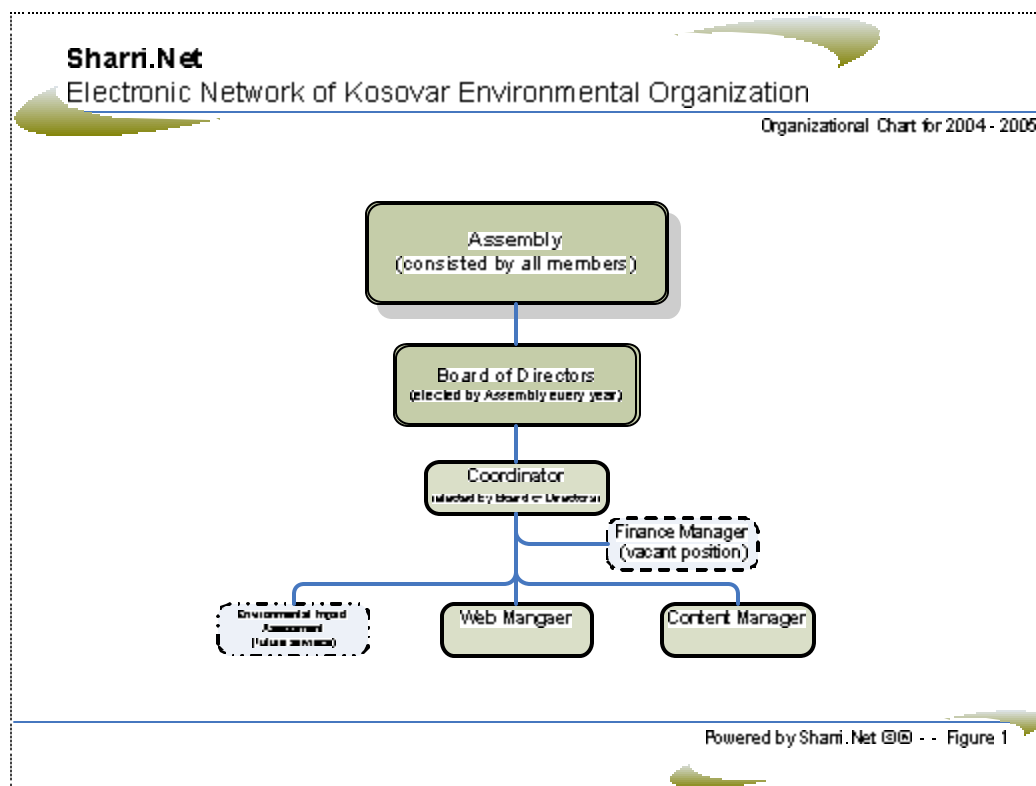
Product/ Service	2004			2005			2006		
	Unite	Price	Sum	Unite	Price	Sum	Unite	Price	Sum
Web-Development	10	150	1500	20	150	3000	27	150	4050
Web Mail	75	0	0	125	2	250	155	2	310
Information Request Service News Posting System	0	0	0	20	5	100	30	5	150
Marketing	6	20	120	6	20	120	6	25	150
Membership fee	10	36	360	20	36	720	27	40	1080
Electronic News Letter	60	6	360	100	6	600	120	6	720
Mailing List	10	0	0	10	20	200	15	20	300
Total:			2,340.00 €	Total:		4,990.00 €	Total:		6,760.00 €

Product/ Service	2007 Breakeven Point			2008			2009		
	Unite	Price	Sum	Unite	Price	Sum	Unite	Price	Sum
Web-Development	40	200	8000	55	200	11000	75	200	15000
Web Mail	215	3	645	285	3	855	355	3	1065
Information Request Service									
News Posting System	40	6	240	50	6	300	60	6	360
Marketing	6	30	180	6	35	210	6	40	240
Membership fee	40	60	2400	55	60	3300	60	120	7200
Electronic News Letter	220	6	1320	300	6	1800	400	6	2400
Mailing List	20	25	500	25	30	750	30	25	750
Total:		€ 13,285.00		Total:		18,215.00 €	Total:		27,015.00 €

7 MANAGEMENT AND ORGANIZATION

7.1 Organizational Chart

Sharri.Net is Non Governmental, Non-for-Profit Network that aims at helping and empowering the environmental organizations in Kosova. Its Managing Structure and Organizational Chart are described below:



7.2 Organizational System

The Assembly Members is the highest-ranking body of Sharri.Net, it is made up of all members and meets once a year and it appoints the members of the Board of Directors; endorses the policies, financial matters and other issues of utmost importance for Sharri.Net

Board of Directors is made up of seven members and it implements the strategy previously endorsed by the assembly members; it also appoints the staff members, gives tasks and supervises the work of staff members and meets at least once a month. The Board of Directors is appointed by the Assembly Members based on the following criteria: he/she should be a member of Sharri.Net; have regional representation; at least two active years in the field of environment and three projects in the last year.

Coordinator : Together with staff members, the coordinator carries out the tasks given by the Board of Directors; organizes coordination meetings of the Board of Directors; briefs the Board of Directors; designs projects and seeks new funds, etc.

7.3 Board and advisors

Name	Professional background	Sex	Position	Years on the board
Naser Bresa	Biologist	M	Member of the Board of Directors (BD)	3 year
Ola Syla	Journalist	F	Member of the BD	2.5 year
Adem Nikqi	Biologist	M	Member of the BD	3 year
Ramadan S. Uka	Engineer	M	Member of the BD	2.5 year
Butrint Batalli	Economist	M	Member of the BD	3 year
Tafë Veselaj	Biologist	M	Member of the BD	3 year
Besim Dobruna	Engineer	M	Member of the BD	3 year
Blerim Vela	Political Science	M	Sharri.Net Advisor	3 year

8 SWOT AND SUCCESS FACTORS

8.1 SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none">• The only E-network in Kosova• Promotion of unique products• Responding to the NGO needs• Good vision and action plan• Feeling the NGO community	<ul style="list-style-type: none">• Lack of professional staff• Lack of donor supporters• NGOs are not used to pay for the services• Lack of proper tools
Opportunities	Threats
<ul style="list-style-type: none">• 1st organization in the Kosova that offers such product• Low price• Environmental organization are in need for products that Sharri.Net offers• Money earned will be used for environmental issues and further development and strengthening of the network	<ul style="list-style-type: none">• Strong competition in certain fields with private companies• Product that we are offering will not be soled (bayed)• Slow implementation of this business plan• Miss-perceiving by other organizations that Sharri.Net is a profit-making organization

8.2 Critical Success Factors

Ever since its establishment, the main objective of Sharri.Net was to expand the electronic network throughout the territory of Kosova, where member organizations of the network would benefit from the exchange of experiences, information and data. Sharri.Net has implemented its activities mainly in the main centers of Kosova: Prishtina, Mitrovica, Prizren, Peja, Gjilan, Ferizaj, Gjakova, while organizations from other towns have used them as a linking bridge to join the network of Sharri.Net.

Sharri.Net incited more frequent communication between organizations, as well as more information on their activities. By supporting, stimulating and initiating joint projects of member organizations of the network, these organizations were using the Electronic Network to find partners for the implementation of their projects. This experience was brought to us by two organizations Aquila (Peja) and MAR (Gjakova) that implemented projects with essential support from Sharri.Net.

Also, Sharri.Net has steered its dissemination strategy to reach wider public through two parallel tools, the webpage and printed publication. It has successfully launched its advanced web-page that can be easily be used by NGOs and environmental civil society. Furthermore with the publishing of Sharri.Net bulletin Eko-Logjika, Sharri.Net positioned itself as a valuable asset in case of implementation of environmental projects in Kosova.