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Ministerul Agriculturii,  
Dezvoltării Regionale  
și Mediului



**CZECH REPUBLIC**  
DEVELOPMENT COOPERATION



Agenția de  
Dezvoltare Regională  
Nord



Chamber of Commerce and  
Industry of the RM



Edineț Municipality



## BUSINESS FORUM

*“Investment Opportunities in the North Development Region of the  
Republic of Moldova”*

**19 – 20 September 2019**



Mayors for  
Economic Growth



Empowered lives.  
Resilient nations.



NGO Community Integrated  
Development



cooperare  
germană  
DEUTSCHE ZUSAMMENARBEIT

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Швейцарское управление по развитию и сотрудничеству

**Venue:**

**1<sup>st</sup> Day (19 September 2019):** BASTILIA Restaurant, Address: Brest-Chisinau-Odessa route, km 654, Edinet 4634, Republic of Moldova

**2<sup>nd</sup> day (20 September 2019):** OSCAR Restaurant, Address: 1, Mihail Sadoveanu str, Bălți 3100, Republic of Moldova

**Organized by:**

Chamber of Commerce and Industry of the Republic of Moldova  
Edineț Municipality  
NGO People in Need Moldova  
North Regional Development Agency (RDA)

**Supported by:**

European Union  
Government of Czech Republic  
Ministry of Agriculture, Regional Development and Environment

**Partners:**

Initiative Mayors for Economic Growth (M4EG)  
PA" Regional Pro Co-operation"  
NGO Community Integrated Development Centre  
Economic Policy Advice to the Moldovan Government project, GIZ  
United Nation Development Programme (UNDP)

## DAY I: September 19<sup>th</sup>, 2019

<b>EXPO-FAIR "MADE IN NORTH DEVELOPMENT REGION"</b>	
<b>9.30- 10.30</b>	<b>Launching of the expo-fair in Edineț. Visit of the entrepreneurs / craftsmen's stands</b>
<b>LAUNCHING OF THE BUSINESS FORUM</b>	
<b>10:30 – 11.00</b>	<b>Registration and welcome coffee</b>
<b>11.00 – 11.40</b>	<b>Opening Remarks of the Business Forum. Welcome speeches.</b>
	<b>Moderator: Mr. Constantin Cojocaru</b> , Mayor of Edineț municipality, President of the North Regional Development Council
	<b>Speakers:</b> <ul style="list-style-type: none"><li>• <b>Mrs. Georgeta Mincu</b>, Minister of Agriculture, Regional Development and Environment of the Republic of Moldova</li><li>• <b>Mr. Boris Filipov</b>, Project Manager, Delegation of the European Union to the Republic of Moldova</li><li>• <b>H.E. Bartłomiej Zdaniuk</b>, Ambassador of the Republic of Poland to the Republic of Moldova</li><li>• <b>H.E. Uldis Mikuts</b>, Ambassador of Latvia to the Republic of Moldova</li><li>• <b>Mr. Sergiu Harea</b>, President of the Chamber of Commerce and Industry of the Republic of Moldova</li><li>• <b>Mr. Constantin Bândiu</b>, interim Director North RDA</li></ul>
<b>11.40 – 13.00</b>	<b>PLENARY SESSION</b>
<b>Entrepreneurial climate and business development prospects in the North Development Region of Moldova</b>	
	<b>Moderator: Mr. Sergiu Harea</b> , President of the Chamber of Commerce and Industry of the Republic of Moldova (tbc)
	<b>Panellists:</b> <ul style="list-style-type: none"><li>• <b>Mrs. Maria Prisacari</b>, Head of Regional Policies Department, North Regional Development Agency</li><li>• <b>Mr. Constantin Cojocaru</b>, Mayor of Edineț municipality, President of the North Regional Development Council (tbc)</li><li>• <b>Mrs. Iulia Costin</b>, Organization for the Development of the Sector of Small and Medium Enterprises (ODIMM)</li><li>• <b>Mrs. Silvia Bicenco</b>, Country Director, People in Need Moldova</li><li>• <b>Mr. Sergiu Ivanov</b>, Vice-president of the National Confederation of Employers in Romania</li><li>• <b>Mr. Vasile Leahovici</b>, President of the Chernivtsi Chamber of Commerce and Industry Ukraine</li><li>• <b>Mrs. Jevgenija Butnicka</b>, Head of Regional Development Planning Division, Ministry of Environmental Protection and Regional Development Latvia</li></ul>

13.00 – 15.00	<b>Fourchette</b> <b>Study Visit to the residents of the Edinet Industrial Park /networking</b>	
15.00 – 17.00	<b>PARALLEL THEMATIC PANELS</b> <b>Venue: Industrial Park Edinet (IP Edineț)</b>	
<p align="center"><b><u>PANEL 1</u></b></p> <b>Investment Opportunities and Benefits in the North Development Region of Moldova</b>  <b>Venue:</b> Conference room, IP Edineț <b>Target group:</b> foreign and national investors, Local Public Administration	<p align="center"><b><u>PANEL 2</u></b></p> <b>IT and SMART Technologies for Sustainable Local Development - Opportunities for the North Development Region of Moldova</b>  <b>Venue:</b> Business HUB, IP Edineț <b>Target group:</b> young entrepreneurs, start-ups	<p align="center"><b><u>PANEL 3</u></b></p> <b>Local entrepreneur’s vision on Economic Development Priority Actions in Edinet municipality</b>  <b>Venue:</b> Catering space, IP Edineț <b>Target group:</b> local entrepreneurs, LC members, representatives of the RC
<b>Moderator:</b> <ul style="list-style-type: none"> <li>• <b>Mrs. Maria Prisacari</b>, Head of Regional Policies Department, North Regional Development Agency</li> </ul> <b>Speakers:</b> <ul style="list-style-type: none"> <li>• <b>Mrs. Olenic-Slivinski, Advisor, Investment Agency:</b> <i>Facilities for investors, risks, threats and recommendations for potential investors in the Northern area of the Republic of Moldova</i></li> <li>• <b>Mr. Ion Răuleț, Ministry of Economy and Infrastructure of the Republic of Moldova:</b> <i>Good practices in the implementation of investment platforms in the Republic of Moldova</i></li> <li>• <b>Mr. Artur Resetnicov, Administrator of IP Edineț:</b> <i>Investment opportunities in the Edineț municipality (IP"Edineț")</i></li> <li>• <b>Mrs. Rodica Bivol, Head of dual education, Chamber of Commerce and Industry of the Republic of Moldova:</b> <i>Dual education and business development</i></li> </ul>	<b>Moderator:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Igor Strechi</b>, founder of Purple Media SRL</li> </ul> <b>Speakers:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Lucian Pralea, administrator of the company Eco Mobilitate, Alba Iulia:</b> <i>Win-Win: Involvement and collaboration with the public environment to reach the common objectives in the field of SMART urban development</i></li> <li>• <b>Mr. Ion Cozma &amp; Mr. Constantin Cioara, Orange Moldova:</b> <i>Success Stories: SMART Solutions for Orange Business (Orange Mob, Fix, Cyber Sec, Smart City Solutions)</i></li> <li>• <b>Daac system integrator:</b> <i>IT solutions for business efficiency.</i></li> <li>• <b>Mrs. Doina Iațșin, administrator of Generator Hub and Mr. Alexandru Iscenco, President of Moldovan Environmental Governance Academy / MEGA:</b> <i>Development of innovation and entrepreneurship in Moldova and the need for education in IT, robotics and ecology in combination with the development of creativity and innovation skills.</i></li> </ul>	<b>Moderator:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Constantin Cojocaru</b>, mayor of Edineț municipality, president of the North Regional Development Council</li> </ul> <b>Speakers:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Constantin Cojocaru</b>, mayor of Edineț municipality, president of the North Regional Development Council <i>Local economic diagnosis and opportunities to redress the situation</i></li> <li>• <b>Mr. Ghenadie Ivascenco</b>, UNDP Moldova project coordinator</li> <li>• <b>Mr. Lilian Danilov</b>, Country Coordinator, M4EG Initiative</li> <li>• A businessman, <b>native from Edineț municipality</b>(tbc): <i>Motivational word</i></li> <li>• <i>Local business people opinions about possible economic solutions to be implemented in Edinet municipality</i></li> <li>• <i>Presentation of the UNDP / SDC project supporting</i></li> </ul>

<p>•<b>Mr. Frantz Antin Plitt, resident of PI Edinet, <i>The benefits of being a resident of the Industrial Park from the point of view of an investor.</i></b></p> <p><b>Questions and answers</b></p>	<p>•<b>Mrs. Rodelia Vasilcov, Deputy Mayor of Edineț municipality (tbc): <i>Edinet Vision in the field of SMART development and IT sector development</i></b></p> <p>•<b>Mr. Vadim Iatchevici, Head of Innovation Projects Directorate, National Agency for Development and Research: <i>Opportunities to finance innovations in the Republic of Moldova.</i></b></p> <p>•<b>Conclusions and follow up activities identification</b></p>	<p><i>opportunities in initiating and implementing concrete actions for local economic development</i></p> <p>•<b>Rayon Council opinion on the solutions for the economic development of Edinet municipality (tbc)</b></p> <p>•<b>Conclusions regarding the solutions and concrete actions for economic activities and projects to be implemented by local business community with LPA in the next 6 months.</b></p> <p><b>Questions and answers</b></p>
17.00 – 17.30	Coffee break (Edineț IP)	

## DAY II: September 20<sup>th</sup>, 2019

Venue: OSCAR Restaurant, Address: 1, Mihail Sadoveanu str, Bălți 3100, Republic of Moldova

9.30 – 10.00	<b>Registration</b> <b>Welcome coffee</b>
<b>MATCHMAKING EVENT</b>	
10.00 – 10.30	Welcome speeches
	<p style="text-align: right;"><b>Moderator:</b> <b>Andrei Crigan, Partner, Gateway &amp; Partners</b></p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• <b>H.E. Petrișor Ionel Dumitrescu, General Consul of Romania in Balti</b></li> <li>• <b>Mr. Constantin Bandiu, North RDA interim director</b></li> <li>• <b>Mr. Constantin Cojocaru, mayor of the Edineț municipality, president of the North Regional Development Council</b></li> </ul>
10.30 – 11.00	<p style="text-align: center;"><b>Integration of local SMEs in international value chains</b></p> <p style="text-align: right;"><b>Moderator: Andrei Crigan, Partner, Gateway &amp; Partners</b></p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• Development opportunities of SMEs offered by ODIMM. <b>Mrs. Eugenia SÎLI</b>, Economic problems advisor, ODIMM</li> <li>• National Program for the Development of Local Providers <b>Mr. Marin Ciobanu, President of APIP</b></li> </ul>

	<ul style="list-style-type: none"> <li>Support tools for SMEs</li> </ul> <b>Mr. Aureliu Casian</b> , Director of the Implementation Unit, World Bank	
<b>11.00 – 12.30</b>	<b>11.00 – 12:30</b>	
<b>Development of the BPO sector in the Region. Opportunities for investors and the local community.</b>		
<p style="text-align: center;"><b>Moderator: Mr. Dan Zaharia</b>, Founder of FabLab Iasi</p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>Overview of the BPO sector in Moldova <b>Mrs. Alina Monacu</b>, Advisor in Economic Policies, GIZ <b>Mrs. Mila Malairau</b>, Executive Director AMCHAM</li> <li>Regional perspectives of development of the IT &amp; O sector. Case study: The success of the city of Iasi. <b>Mr. Dan Zaharia</b>, Senior Consultant, Extind Iasi, Romania</li> <li>USARB offer for the development of skilled labor <b>Mrs. Svetlana Stanțieru</b>, Head of the Didactic Activity Center, USARB</li> <li><b>Mr. George Țurcanașu</b>, Department of Geography, University of Iași Success stories in the BPO sector in Balti</li> </ul> <p>- Pedersen and Partners</p> <p>- ICS CreativSeven SRL</p> <ul style="list-style-type: none"> <li>Q &amp; A</li> </ul>		
<b>12.30 – 13:30</b>	<b>Networking Lunch</b>	
<b>13.30 – 14:30</b> <b>The fair of local start-ups</b> <b>Moderator: Mrs. Viorica Cerbușca, Yep I Can</b>		<b>13.30 – 15:00</b> <b>Career Fair</b>
<b>15.00 – 17.00</b>	<b>Study visit to entrepreneurs</b>	
<b>Option 1</b> (according prior registration)		<b>Option 2</b> (according prior registration)
Balți Alecu Russo State University (tbc)		Plastic Technology, Rîșcani
<b>Option 3</b> (according prior registration)		Zabriceni