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Ministerul Agriculturii,
Dezvoltării Regionale
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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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Swiss Agency for Development and Cooperation SDC
Agenția Elvețiană pentru Dezvoltare și Cooperare
Швейцарское управление по развитию и сотрудничеству

Venue:

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

2nd 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 19th, 2019

EXPO-FAIR "MADE IN NORTH DEVELOPMENT REGION"	
9.30- 10.30	Launching of the expo-fair in Edineț. Visit of the entrepreneurs / craftsmen's stands
LAUNCHING OF THE BUSINESS FORUM	
10:30 – 11.00	Registration and welcome coffee
11.00 – 11.40	Opening Remarks of the Business Forum. Welcome speeches.
	<p>Moderator: Mr. Constantin Cojocaru, Mayor of Edineț municipality, President of the North Regional Development Council (tbd)</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Mr. Vadim Brânzan, Minister of Economy and Infrastructure of the Republic of Moldova (tbc) • Mrs. Georgeta Mincu, Minister of Agriculture, Regional Development and Environment of the Republic of Moldova (tbc) • H.E. Peter Michalko, Head of the European Union Delegation to the Republic of Moldova (tbc) • H.E. Zdeněk Krejčí, Ambassador of the Czech Republic to the Republic of Moldova (tbc) • H.E. Daniel Ioniță, Ambassador of Romania to the Republic of Moldova (tbc) • H.E. Bartłomiej Zdaniuk, Ambassador of the Republic of Poland to the Republic of Moldova (tbc) • E.S. Uldis Mikuts, Ambassador of Latvia to the Republic of Moldova • Mr. Constantin Bandiu, interim Director North RDA
11.40 – 13.00	PLENARY SESSION
	Entrepreneurial climate and business development prospects in the North Development Region of Moldova
	<p>Moderator: Mr. Sergiu Harea, President of the Chamber of Commerce and Industry of the Republic of Moldova (tbc)</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Representative of the Investment Agency of the Republic of Moldova (tbc) • Mrs. Maria Prisacari, Head of Division North Regional Development Agency • Mr. Constantin Cojocaru, Mayor of Edineț municipality, President of the North Regional Development Council (tbc) • Representative of the Organization For Development of Small and Medium-Sized Enterprises (tbc) • Mr. Alexander Koss, President – Foreign Investors Association of Moldova (tbc) • Mrs. Silvia Bicenco, Country director, People in Need

13.00 – 15.00	Fourchette Study Visit to the residents of the Edinet Industrial Park /networking	
15.00 – 17.00 PARALLEL THEMATIC PANELS Venue: Industrial Park Edinet (IP Edineț)		
<p align="center"><u>PANEL 1</u></p> <p>Investment Opportunities and Benefits in the North Development Region of Moldova</p> <p>Venue: Conference room, IP Edineț Target group: foreign and national investors, Local Public Administration</p>	<p align="center"><u>PANEL 2</u></p> <p>IT and SMART Technologies for Sustainable Local Development - Opportunities for the North Development Region of Moldova</p> <p>Venue: Business HUB, IP Edineț Target group: young entrepreneurs, start-ups</p>	<p align="center"><u>PANEL 3</u></p> <p>Local entrepreneur’s vision on Economic Development Priority Actions in Edinet municipality</p> <p>Venue: Catering space, IP Edineț Target group: local entrepreneurs, CL members, representatives of the CR</p>
<p>Moderator:</p> <ul style="list-style-type: none"> • Mrs. Maria Prisacari, North Regional Development Agency <p>Speakers:</p> <ul style="list-style-type: none"> • Representative of the Investment Agency (tbc): <i>Facilities, risks, threats and recommendations for potential investors in the North Region of the RM</i> • Mrs. Marin Ciobanu, Free Economic Zone Bălți, President of the Association of Investors (tbc): <i>Best practices and experience of FEZ Balti in attracting investments in North region of the RM</i> • Chamber of Commerce and Industry of the RM and Mr. Artur Reșetnicov, Administrator of the IP Edineț (tbc): <i>Investment Opportunities in Edinet (PI Edinet, Public Garden)</i> • Mrs. Rodica Bivol, Dual Education Chief at the Chamber of Commerce and Industry of the RM (tbc): <i>Dual</i> 	<p>Moderator:</p> <ul style="list-style-type: none"> • Representative of the Alba Iulia city hall (tbc) <p>Speakers:</p> <ul style="list-style-type: none"> • Representative of the Alba Iulia SMART city project: Win-Win: Involvement and collaboration with the private sector to achieve common goals in smart urban development • Representative of the Orange Moldova (tbc): <i>Success Stories: Smart business solutions and cooperation opportunities in IT sector</i> • Representative of the Green City project (tbc): <i>Sustainable Urban Development - examples of cooperation with business</i> • Representative of the National Agency for Development and Research (tbc): <i>Innovations and research in identifying new businesses ideas</i> • Mrs. Rodelia Vasilcov, Deputy Mayor of Edineț municipality (tbc): <i>Edinet Vision in the field of SMART development and IT sector</i> 	<p>Moderator:</p> <ul style="list-style-type: none"> • Mrs. Angela Cascaval, Migration and Local Development project (MIDL) (tbc) <p>Speakers:</p> <ul style="list-style-type: none"> • Mr. Constantin Cojocaru, mayor of Edineț municipality, president of the North Regional Development Council (tbc): <i>Local economic diagnosis and opportunities to redress the situation</i> • Lilian Danilov, Country Coordinator, M4EG Initiative • A businessman, native from Edineț municipality(tbc): <i>Motivational word</i> • <i>Local business people opinions about possible economic solutions to be implemented in Edinet municipality</i> • <i>Presentation of the UNDP / SDC project supporting opportunities in initiating and implementing concrete actions for local economic development</i>

<p><i>Education and Business</i></p> <ul style="list-style-type: none"> • Story telling of a Foreign Investor, resident of the IP Edinet. The benefits of being a resident of the Industrial Park from an investor's point of view. <p>Q&A</p>	<p><i>development</i></p> <ul style="list-style-type: none"> • Conclusions and follow up activities identification <p>Q&A</p>	<ul style="list-style-type: none"> • <i>Rayon Council opinion on the solutions for the economic development of Edinet municipality (tbc)</i> • 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. <p>Q&A</p>
17.00 – 17.30	Coffee break (Edineț IP)	

DAY II: September 20th, 2019

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

MATCHMAKING EVENT	
9.30 – 10.00	Registration Welcome coffee
10.00 – 10.30	Welcome speeches
	<p style="text-align: right;">Moderator: Andrei Crigan, Partner, Gateway & Partners</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Representative of the Ministry of Agriculture, Regional Development and Environment of the Republic of Moldova (tbc) • E.S. DI Zdeněk Krejčí, Ambassador of the Czech Republic to the Republic of Moldova (tbc) • Mr. Constantin Bandiu, North RDA interim director/ Mr. Constantin Cojocaru, mayor of the Edineț municipality, president of the North Regional Development Council
10.30 – 11.00	<p>Integration of local SMEs in international value chains</p> <p style="text-align: right;">Moderator: Andrei Crigan, Partner, Gateway & Partners</p> <p>Speakers:</p> <ul style="list-style-type: none"> • SME Linkages development. Iulia Costin, General Director ODIMM (tbc) • National Program for the development of local suppliers, Marin Ciobanu, APIP President (tbc) • Support tools for SMEs, Aureliu Casian, Director Project Implementation Unit World Bank (tbc)

11.00 – 12.30	11.00 – 12:30
Development of the BPO sector in the Region. Opportunities for investors and the local community.	Matchmaking Sessions.
<p>Moderator: Dan Zaharia, Founder of FabLab Iasi</p> <p>Speakers:</p> <ul style="list-style-type: none"> • Overview of the BPO sector in Moldova Mila Malairau, Executive Director American Chamber of Commerce in Moldova (tbc) • Regional perspectives for the IT & O sector Development. Iasi success case study. Dan Zaharia, Senior Consultant, Extind Iasi, Romania (tbc) • USARB offer for skilled workforce development Natalia Gasitoi, Rector USARB (tbc) • George Țurcanașu, Department of Geography, Iași University • BPO Success Stories in Balti <ul style="list-style-type: none"> - Pedersen and Partners (tbc) - Grundris (tbc) - Studio Modena (tbc) • Q&A 	
12.30 – 13:30	Networking Lunch
13.30 – 14:30 The fair of local start-ups Moderator: Viorica Cerbușca, Yep I Can	13.30 – 15:00 Career Fair
15.00 – 17.00	Study visit to entrepreneurs
Option 1 (according prior registration)	Option 2 (according prior registration)
Balți Alecu Russo State Universtity (tbc)	Gebauer and Griller Factory. FEZ Balti (tbc)
Option 1 (according prior registration)	
Zabriceni	