



CONSOLIDATED AGRICULTURAL PROJECTS MANAGEMENT UNIT

FINANCED BY THE WORLD BANK (CAPMU)

REPORT
ON THE PROGRESS OF THE
RURAL INVESTMENT AND
SERVICES PROJECT
AS OF DECEMBER 31, 2007

Developed by CAPMU management

Chisinau – January 2008

ACRONYMS AND ABBREVIATIONS

ACSA	National Agency for Rural Development
ALRC	Agency for Land Relations and Cadastre
BCO	Branch Cadastral Office
CAPMU	Consolidated Agricultural Projects management Unit
CIS	Commonwealth of Independent States
DA	Development Agency
EIA	Environmental Impact Assessment
FAO	Food and Agriculture Organization of the United Nations
FS	Frankfurt School of Finance & Management
GIS	Geographical Information System
GOM	Government of Moldova
LFA	Logical Framework Approach
LPSP	Land Privatization Support Project (funded by USAID)
MAFI	Ministry of Agriculture and Food Industry
NGO	Non Governmental Organization
NGO	Non Government Organisation
PFI	Participating Financial Institution
PM	Project Manager
RDC	Rural Development Centre
RFC	Rural Finance Corporation
RISPII	Rural Investment and Services Project II
SCA	Savings and credit association of citizens
SDC	Swiss Agency for Development and Cooperation
SIDA	Swedish Development Agency
TCO	Territorial Cadastral Office
TL	Team Leader
USAID	US Agency for International Development
WB	World Bank

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RURAL INVESTMENT AND SERVICES PROJECT

PROJECT OBJECTIVES

The Program objective, which remains unchanged, is to provide long-term support to accelerate agricultural recovery and growth so that Moldova's agricultural and rural sectors can play their full role in providing the underpinnings for future income growth and poverty reduction.

Within this program objective, the project's second phase objective is to continue to foster post-privatization growth in the agricultural sector by improving access of new private farmers and rural businesses to what they need to succeed – legal ownership status, knowledge, know-how and finance, while building capacity of public and private institutions to ensure sustainability of activities. The Phase II will build on success achieved under the Phase I, by: (i) strengthening and expanding the rural advisory services; (ii) improving business skills of the to-be entrepreneurs and assisting with the legal registration of the new businesses; (iii) upgrading the financial sector environment through a range of risk management measures, such as supervision capacity building, and introduction of new lending instruments such as leasing; (iv) increase the commercial banking sector outreach into rural areas; and (v) developing a practical approach to reducing transaction costs in land markets.

PROJECT COMPONENTS

The project consists of four components and the necessary financing for project management:

- (a) Rural Consulting Services;
- (b) Rural Business Development Services;
- (c) Rural Finance
 - Credit Line
 - Strengthening the SCA industry
- (d) Agricultural Land Re-parceling Pilot Projects;
- (e) Project Management.

The first two components provide predominantly technical assistance, while the third component provides investment support along with the necessary technical assistance to participating financial institutions, and technical assistance for strengthening SCAs system and their supervision. The first three components are

closely linked, operating basing on synergy principles, with each dependent on the others for successful outcomes.

PROJECT IMPLEMENTATION PROGRESS AS OF DECEMBER 31, 2007

RURAL EXTENSION COMPONENT

ACSA NETWORK OF SERVICE PROVIDERS

The nominal composition of the ACSA rural extension Network has been constituted based on the public contest for selecting consultancy Service Providers organized and held by a Selection Committee in the period of 07 – 27 of November 2006. The minutes of the Selection Committee final session (nr. 21 from 18th of January 2007) has been approved at the Observatory Council meeting from 26th of January 2007.

ACSA is the executive unit for implementing the “Rural Extension Service” component of the Rural Investment and Services Project (RISP II). In order to implement this component for year 2007, ACSA has signed a Rural Consultancy Services Contract with the Ministry of Agriculture and Food Industry on 19th of February 2007. Eventually, on 2nd of March, ACSA signed consultancy service providing contracts for 2007 with 12 Service Providers and has extended the existent contracts with 23 Service Providers.

In 2007, the ACSA Network was of 35 Service Providers, with nominal composition of 423 consultants, out of which: 348 local consultants and 70 regional consultants. In addition, 5 regional consultants on agricultural marketing activate within the ACSA network (SP Soldanesti, SP Edinet, SP Causeni, SP Hincesti si SP Calarasi).

During the report period, about 60 ACSA consultants, out of which 46 local consultants and 14 regional consultants have cancelled their consultancy service providing contracts because of different motives, as: uncompetitive salaries, leaving for another job, leaving abroad, leaving from personal motives. The big majority of Service Providers, when the public contest of filling in the vacant places was announced, have selected and employed people, thus filling in the nominal composition of the SP.

TRAINING PROGRAM

The professional preparing of the local and regional consultants is a primordial importance activity in the process of confirmation, extension and insurance of agricultural consultancy informational services' quality. The training, advanced training and development of consultant abilities within the Service Providers team is a continuous activity and represents the basic priority of the ACSA executive direction. The professional training process includes trainings organized by ACSA at national level with the participation of instructors from scientific research institutes, superior education and specialized consultants within the consultancy network, as well as at

regional and rural community level with the participation of ACSA consultants and specialists from departments subordinated to the local public administration.

The trainings organized and implemented by ACSA are established in significant correlation the requirements of the Manual for implementation of the “Rural Extension Service” Component of the RISP II Project and in concordance with the requirements started form the field. Through the trainings organized, ACSA insures the technologic and informational transfer of the local and foreign scientific agricultural accomplishments

According to the training plan and schedule at national level for 2007, approved at the Observatory Committee meeting from 26th of January 2007, during the report period the following training programs have been organized and carried on:

The Module „ACSA Concept and the Contractual arrangements or 2007”



There has been organized a one day seminar for all ACSA project coordinators (35 coordinators). Within this seminar, the project coordinators have been explained the ACSA concept, the consultancy network structure, the objectives to be accomplished in the reference year, activities to be

implemented, the modality of reporting and planning activities, monitoring local consultants and other details necessary according to the contract for an adequate activity of a SP for 2007. Service providing contracts for 2007 have been signed at this seminar between 35 Service Providers and the Executive Direction of ACSA in both Rumanian and English. Representatives of UCIMPA and the Ministry of Agriculture and Food Industry have been present at the seminar.

The Viticulture Module

The training program in viticulture had a 3 days duration period and a volume of 24 hours. It was composed of 3 sections and the totalizing conference. 19 regional and local consultants specialized in vineyards have participated at the training.

Planning an agricultural business. The duration of this section was of 8 hours and it included the following subsections:

The structure and containing of a course thesis which included detailed discussions about the mentioned work, its sections and their size, etc.;

The business plan and project implementation. This subsection included the following type of questions: „The necessity of planning an agricultural business. The planning stages. The business project structure.”, „The type of business project, scope and objectives. The description of the agricultural operation involved in the business project. Management and personnel.”, „Production. The market and marketing strategy.”, „Financial resources necessary and those available. Risks and opportunities.”. The training had a practical-applicative nature. The audients have convoked into 3-4 person groups. All teams had elaborated a business plan each and then presented and discussed it. All training participants had received a set of course materials in “Planning an agricultural business”, elaborated with this aim.

Presenting a business plan. A local consultant has elaborated a course thesis according to the previously specified requirements. The consultant has presented his thesis in written and printed form. The theses presentation had been effectuated in PowerPoint. After the presentation, the author has answered to his colleagues' questions. The first part of the presentation has ended with the presentation and in the same time the participants had the chance to get acquainted with the course thesis identical in structure and volume with the one that they were to present in future.

2. *The harmlessness of food products and EUREPGAP certification.* This section included the following question: “Introduction in the EurepGAP System”, “The EurepGAP System 14 sections”, “Sections: Using fertilizers, Crop protection, Harvesting, Product manipulation, Environmental problems, Course evaluation”. The section had a 8 hour duration. The participants received a set of informational and training materials to be used during the daily work.

The peculiarities of grape productions in the conditions of 2007. This section has been focused on the following subjects: starting new vineyard plantations, the crop assortment, supplying different zones with good quality planting material, producing planting material and requirements towards agricultural operations practicing this. There have been discussed technological issues which have to be applied in the existing plantations, operating yield giving plantations, systems of support for these plantations. At the end of the course a totalizing conference was organized, where participants at the meeting were invited, Valeriu Cebotari – Chief of Department, State Agency „Moldova Vin”, Tudor Cazac – Vice Director of the Institute of Vineyards and Wine. There were discussed issues related to the development of the branch and the role of specialized consultants in this direction. Special interest was

expressed at discussing the subsidizing of this branch, persons eligible for subsidizing, minimal and maximal surfaces to be subsidized, subsidizing conditions, the mechanism of preparing and resending the documents necessary to benefit of a state subsidy.

The Module „Agricultural Economy”

The training program for the module “Agricultural Economy” had a duration of 2 days or 16 hours. It had 2 sections and a totalizing conference. 35 regional ACSA consultants specialized in economy attended the training.



Planning an agricultural business. Taxes in agriculture.

The duration of it was of 6 hours. This section had 3 subsections:

Direct taxes, presented by Galina Spac, Chief of Direct Taxes Department of the State Principal Fiscal Inspectorate;

Local taxes, presented by Igor

Fondos, Vice Chief of the Local Taxes Department of the State Principal Fiscal Inspectorate;

Indirect taxes, presented by Igor Lazari, Superior State Fiscal Inspector, Indirect Taxes Department of the State Principal Fiscal Inspectorate.

2) *The mechanism of financing the agricultural sector.* The duration of the subsection was of 5 hours. It included two subsections.

The mechanism of subsidy distribution in the agricultural sector, presented by Tudor Popa, Chief of Department, Ministry of Agriculture and Food Industry.

Investment project that activate in the rural area IFAD, RISP II, IREX, FISM, ecologic Fund, etc., - discussions on opportunities access to financial sources offered by these funds.

The training participants were prepared and offered an electronic version and on paper of the regulation, initiation mechanism and model applications for preparing and forwarding the materials necessary in accessing state granted subsidies.

At the totalizing conference was discussed about the growing importance of economic issues within the range of services provided by the ACSA network and the role of the consultant specialized in agricultural economy. It was also discussed

about the necessity of consultants' involvement in holding seminars related to subsidizing the agricultural sector and offering consultative support to the beneficiaries when filling in and forwarding the set of documents justifying the access to a state subsidy.

The Seminar „Types of support and facilitations offered to agricultural producers in 2007”

At the request of the Ministry of Agriculture and Food Industry on 20th of March 2007, ACSA organized an additional national seminar on the topic of „Types of support and facilitations offered to agricultural producers in 2007”. All ACSA project coordinators and 36 chiefs of regional and municipal agricultural Departments (mun. Chisinau) have participated at the seminar. It took place and included the following topics:

The Policies of the Ministry of Agriculture and Food Industry in insuring agricultural land consolidation. Types of support and facilitations offered to agricultural producers in 2007. This topic was presented by Stefan Calancea, Vice Minister of Agriculture and Food Industry;

The mechanism of subsidy distribution in the agricultural sector. Insuring risks in agriculture, presented by Tudor Popa, Chief of Department of the Ministry of Agriculture and Food Industry and Valeriu Cebotari, Chief of Department of the State Agency „Moldova Vin”.

The mentioned seminar has started the Informational Campaign for agricultural producers with the program and mechanism of accessing subsidy funds for the agricultural sector in 2007. As a consequence, after the national seminar, there have been organized 35 regional seminars and 350 local seminars. With this aim, informational and training materials in electronic version and on paper have been elaborated and distributed. Within this program there have been distributed about 4 thousands brochures elaborated and published at the request of the Ministry of Agriculture and Food Industry.

Module of „Bases of using a computer”

The training program plan „ Bases of using a computer” had 40 hours which included theoretical and practical lessons in a computer room of the Academy of economic Studies. 24 consultants have attended this course.

Module of „Extension methodologies I”

This training module was organized and held for people who have been recently contracted. The duration of the course was of 3 days, within which 105 ACSA consultants have been trained using participatory methods.

Module of „Extension methodologies II”

The program was organized for ACSA consultants who have attended special training courses. The duration of the program was of, and 20 ACSA consultants have been trained using participatory methods.

Module of „Labor protection within SP”

The program was designed for ACSA project coordinators and had a duration of 3 days (16 hours) and was finalized by a test of knowledge accumulated in the domain of labor protection and technical security. The participants have received certificates of participation at the end of the training.

Module of „Basic training”

For local and regional consultants who have been contracted during 2007, in the period of 22nd of October – 3rd of November 2007, there has been organized a basic



training session. 28 consultants have attended the training. The training plan included a total of 94 hours, including lectures and practical lessons – 80 hours, meetings and round tables – 8 hours, testing the consultants – 4 hours and totalizing conference – 2 hours.

As trainers in the process of training 44 persons have been trained – professors and

specialists in different branches of economy and educational and scientific research institutes, including 2 academicians of the Science Academy of RM, 4 PhD's, 4 university professors, 15 doctors in science, university lecturers, leaders of scientific research institutes, agricultural operations, representatives of commercial banks and NGO-s, etc.

Significant is the fact that along with instructors from agricultural institutions, as trainers there have also been involved consultants from the ACSA network. As trainers there have been trained the ACSA Coordinator on Research and Information Anatolie Fala, ACSA project coordinators: Trofim Gavrilo (training in the domain of vegetable production) SP Anenii Noi, Lilia Banuh (training in business planning) SP Balti, Nadejda Svet (access to financial sources) SP Causeni, Larisa Vilcu (book

keeping and financial reports) SP Cantemir, Anelia Caraman and Gheorghe Golub (training in legislation) respectively SP Sorocea si SP Causeni.

The involvement of ACSA network consultants in the process of training shows the level of preparing and professional capacities of ACSA specialists and allows to answer more efficiently to questions asked by audients. Another positive side is the increase in theoretical knowledge and practical abilities of trainers and encouraging them to practice trainer activities in the ACSA Network as well.

The theoretical trainings have been followed by multiple practical lessons and field visits – at the Institute of Scientific research for Corn, Institute of Scientific Research for Soil Science and Agricultural Chemistry, the



agricultural enterprise for production, storage and selling apples, table grapes and tree and vine planting material „Codru St” from Straseni region. The involved trainers have prepared informational materials of practical and applicative type which have been multiplied and distributed to all participants at the training (juridical issues, economic issues, accounting, technological issues). The training schedule has been elaborated according to the training plan modules. At the end of each module, there were organized round tables with the participation of professors, persons of responsibility from MAFI and other state institutions, commercial enterprises, scientific research and educational institutes, NGO's, etc.

Within basic trainings there were organized 5 round tables at the modules of:: (1) Marketing agri-food production and insuring with circulating means, (2) The production technology of horticultural and wine products, (3) The technology of producing animal products, (4) The technology of producing corn, vegetables and potatoes and (5) The technology of producing field crops and forages. Totally there were about 52 persons invited at the round tables, who were representatives and persons with responsibility functions from the departments and subdivisions of the Ministry of Agriculture and Food Industry, Scientific research Institutes (Pyrotechnic Institute, the Institute of Research in Field Crops, the Institute of Vineyards and Wines, Institute of Research in Fruit Production), leaders and representatives of commercial companies and technical assistance projects from Moldova, etc. The

participatory study methods followed by meetings, discussions and totalizing round tables of the module work have offered the possibility for exchange of opinions and experience in the domains and initiate future collaboration relations.

At the end of the basic training, all consultants have taken a written test of assessing professional preparing. The evaluation test included 139 questions of practical and applicative type. The questions for the test have been prepared by professors involved in the didactic process, and the subjects included topics that have been discussed during these trainings. The test results of the regional and local consultants have revealed a sufficient level of knowledge of the audients and their capacity to face the requirements forwarded by potential clients, beneficiaries of the extension service. The final evaluations are available at the ACSA Executive Direction and are used in methodic scopes for improving training programs.

In order to evaluate the trainings organized by ACSA, all consultants participating have filled in questionnaires. In their answers to the questionnaire questions, the consultants have mentioned the fact that the training had been organized well, the training topics and professors have been selected successfully and the training took place in a participative and didactical-informative atmosphere.

Presenting course theses specialized in viticulture

The trainings specialized in viticulture for ACSA consultants have finalized with public presentation of course theses within a Committee. In the composition of the Committee there were co-opted representatives of the Institute of Vineyards and Wine – profile institution, MAFI, the Rural Extension Service Unit UCIMPA-MAFI, Executive Direction of ACSA and ACSA Network (*Annex 4*). During 2 days of activity, there have been presented 18 specialized theses (*Annex 5*).



The results accomplished by consultants have been presented in electronic version and printed on paper, as well as PowerPoint presentations with materials based on facts, calculus of economic efficiency and gross margin efficiency of the business, figures with technological elements and other auxiliary materials. Specialized consultants, via

businesses and activities implemented, have familiarized the beneficiary consultants and communitarian members with the possibility of obtaining quality production and respectively improving incomes in the viticulture sector by: introducing new and

improved varieties of technical and table grapes; new types of managing a vineyard; applying macro and micro fertilizers in basic and phased fertilizations, applying integrated pest management; the possibility of starting new plantations by grafting and re-grafting on place; reestablishing the plantations' production capacity via diverse cutting systems; efficient modalities to value and sell the obtained product.

Presenting course theses specialized in fruit production

At the end of specialized trainings, consultants specialized in fruit production have publicly presented their theses in front of a Committee in which there were co-opted representatives of the Institute of Researches in Fruit Production – profile institute, MAFI, Rural Extension Service Unit UCIMPA-MAFI, ACSA and ACSA Network Executive Directorate (*Annex RAS 4*). During 4 days of activity 34 specialized theses have been presented (*Annex RAS 6*).

When presenting, there were shown PowerPoint presentations of the results registered by consultants, as well as electronic and printed versions of the course theses, which include materials based on facts, arguments and economic calculus, figures describing technological elements. All technological elements proposed to the beneficiaries by



the specialized consultants have been exposed through the prism of increase in production efficiency and performing fruit production activities as a business within an agricultural operation. The following innovative elements have been proposed in order to obtain higher yields and make fruit production efficient within farmer operations: new improved varieties of seeded species, walnuts, strawberries and fruit shrubs; cutting and types of managing the crown; applying macro and micro basic and phased fertilizations; applying integrated pest management; the possibility of starting new plantations by grafting on place; reestablishing old plantations using diverse cutting systems; argument the feasibility of the economic activity of virus free fruit tree planting material; efficient modalities of valuing and selling the obtained product.

The members of the Committee and particularly the representative of the Institute of Research in Fruit Tree Production has proposed an idea related to including ACSA consultants in the elaboration of projects and starting new horticultural plantations as

independent consultants. Another proposal implies that the implemented and cultivated varieties of black currant based on the demonstration plot organized by CL Victor Gandrabura from Cotujeni Mici, Soldanesti region to be forwarded to homologation within the State Committee for Plant Varieties trials based on results registered in the consultants experience years.

Presenting course specialized theses in vegetable production

The results of implementation activities performed by consultants specialized in vegetable production, exposed in the course theses, have been presented by in public within a Committee where there have been co-opted representatives of the Institute of Field Crops – profile institution, MAFI, Rural Extension Service Unit UCIMPA-MAFI, Executive Direction of ACSA and ACSA Network (*Annex RAS 4*). During 4 days of activity, 30 specialized theses were presented (*Annex RAS 7*).



The theses of the presented topics have revealed business implementation activities and new technological elements in the domain of vegetable production in the basis of economic agents supported and guided by ACSA consultants. The public presentations and activities implemented in the service area have confirmed the usefulness and

performances achieved by consultants specialized in applying new technologies as: improved varieties and hybrids of diverse vegetable species, producing early and extra-season vegetables; practicing intercalated and successive crops; using irrigation and fertilizing; pest and diseases plant protection; valuing vegetable production. All these technological elements have been conceived by estimating economic efficiency of taken measures and the performing of the vegetable production by beneficiaries as a economic activity and a sustainable source of income in the rural area.

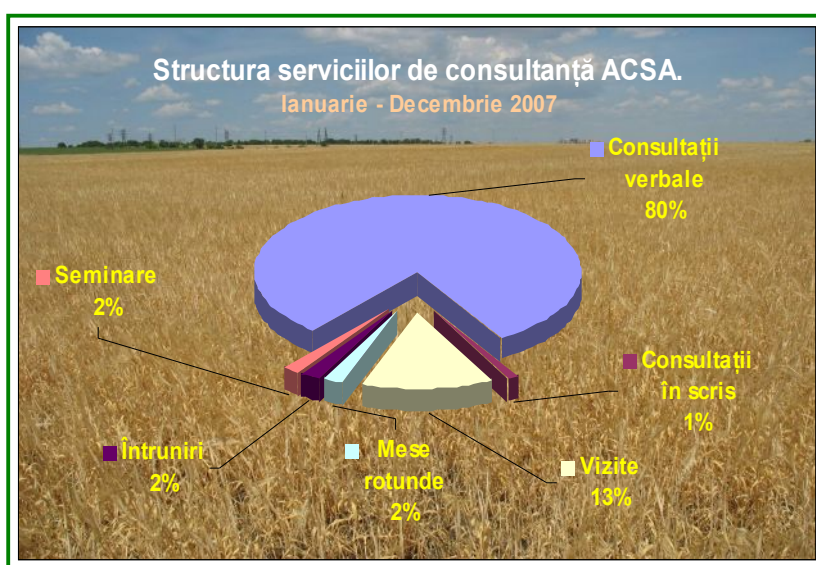
The members of the Committee highlighted the practical applicability of the theses as businesses and have mentioned the possibility of extending these positive experiences in the activities of all consultants in the coverage areas. Some new technological elements and the modality of business management in the presented areas, highlighted and proposed by ACSA consultants, have interested the

representatives from profile Scientific Research Institutes and, at their proposal, it was agreed to undertake them in both production and science.

The representative of the Institute of Field Crops has proposed the tests vegetable species and hybrids based on long term demonstration plots organized and managed by ACSA consultants in order to see the behavior and final results of implementing these species.

SERVICES PROVIDED AND BENEFICIARIES

The consultative services offered by local and regional ACSA consultants are provided according the minimal set of services stipulated in the standard contract and include technologic, economic, juridical and agricultural marketing domains. The



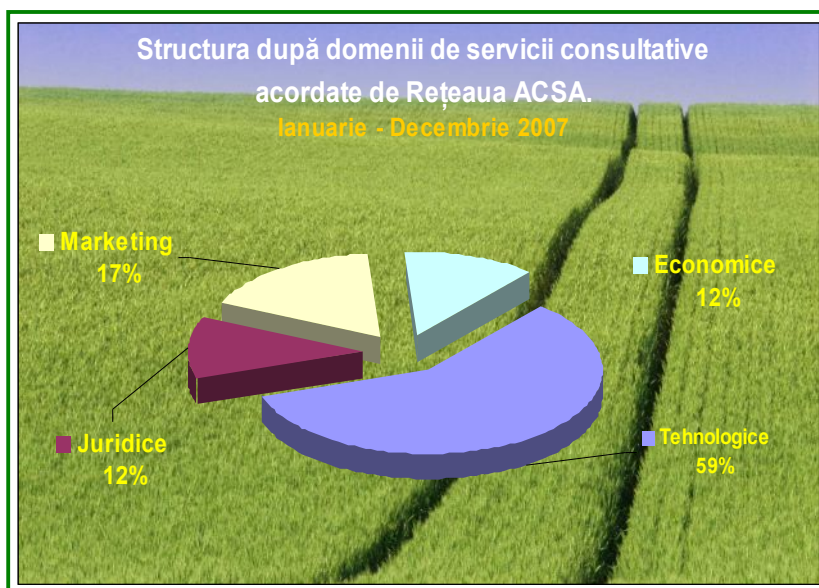
topics of the offered consulting services result from problems and issues undertaken and solicited from agricultural producers and rural entrepreneurs or identified by consultants. The measures

undertaken by consultants have an aim to satisfy producers' necessities and expectations in terms of solving these problems and as a result improve incomes in agricultural and entrepreneurial activities practiced by the beneficiaries. Detailed information related to the number of services provided by the ACSA network and the number of consulting service beneficiaries is presented in Annex RAS 1 and 2 as a result of the conditions in 2007.

During the report period, ACSA network consultants have provided app. 187795 consulting services of which 3167 seminars, 1888 written consultations, 3946 round tables, 3473 meetings, 24622 field visits and 150699 verbal consultations. A Service Provider has offered in average app. 5366 consultation services, the maximal number being registered by the Balti Service Provider (SP of 12 consultants) – 9637 services, and the minimal, by the Basarabeasca Service Provider (SP of 7 consultants) – 2469 services (*Annex RAS 1*).

During the report period, 352705 beneficiaries, including repeated clients constituting 25432 persons (7,2%), have benefited of ACSA network services. The maximum

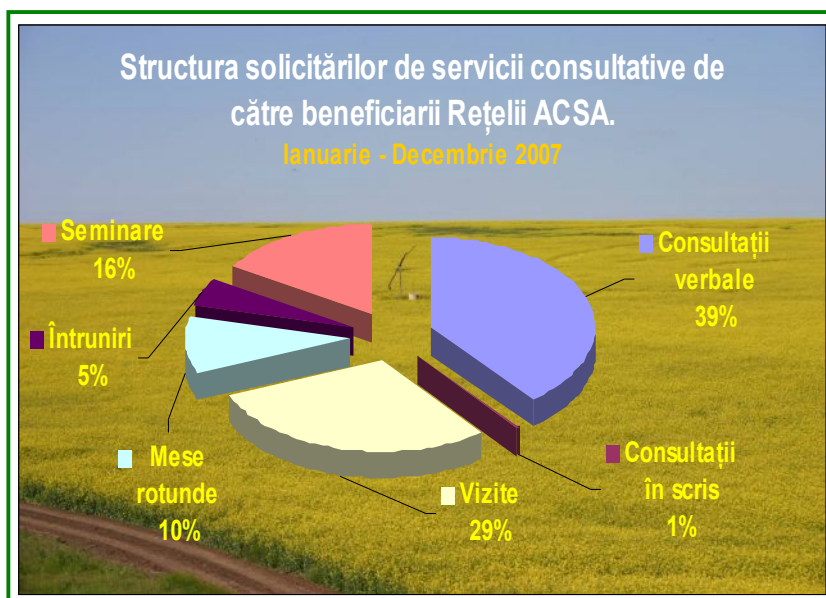
client number was registered by the Cantemir Service Provider (SP of 14 consultants) – 19030 persons, and the minimal number was registered by the Basarabeasca Service Provider (SP of 7 consultants) – 4878 persons. A Service Provider has in average 10077 clients who have benefited of consultancy services during the report period. (*Annex RAS 2*).



Within the provided consultancy service, the first place is held by technologic type of services (59%), followed by agricultural marketing (17%), economic (12%) and juridical (12%). The number of beneficiaries and

services provided differs from a provider to another depending on the number of consultants within a team, experience and level of training, service providing modality.

The beneficiary number analysis according to the modality of service providing reveals the fact that the majority of extension service clients, approximately 60% have benefited of group consulting which represents



19% of the total services provided and the other 40% are individual services (81%).

SPECIAL CONTRACTS

When Service Providers identified the necessities and interest of agricultural producers, collaborating with experts in the domain from agricultural research and education institutes, MAFI departments and inspections, means and services supply companies, they have elaborated and presented a 168 proposals of mini-projects for a competition.

The majority of Service providers have forwarded 3-4 project proposals, except SP Sangerei, SP Anenii Noi, SP Orhei who had 6-7 project proposals.

In comparison with previous years, the number of mini projects related to field crops has considerably gone down. As a consequence, the number of those related to production of vegetables under protected areas and open field, growing mushrooms in adapted conditions, growing rabbits in home conditions and fish in pond, the animal breeding sector development, handicraft and rural tourism have increased.

Based on the proposals mentioned in 2007, the selection Committee has approved to finance 72 mini projects, later signed as special provided services contracts.

Based on field visits, the ACSA executive direction together with Service Providers, exterior consultants and beneficiaries, have set activity plans for all involved parties and based on them, to insure a convincing demonstrative level at the respective convocation steps of seminars or other training-informational activities according to contractual conditions. The necessities have been established and seeding and planting material, equipment and tools procured to insure the execution of respective technologies on the demonstration plots.

The special service providing contracts have been implemented by 33 out of 35 SP. Because of the fact that project proposals have not been innovative and their optimal implementation term has been passed, these types of contracts have not been approved for SP Cimislia and Leova. The majority of Service Providers have implemented 2-3 contracts each, SP Orhei si Ocnita - 4 contracts each and 8 SP (Calarasi, Donduseni, Briceni, Straseneni, Basarabeasca, Balti, Taraclia, Comrat) have



implemented only a special contract each.

Out of 72 special contracts approved, 42 have been designed for plant production, 24 – for the animal breeding sector and 6 for the non-agricultural sector of the rural area. Those 33 for field crops

have been oriented to the promotion of advanced elements or technologies for producing vegetables, fruits, berries and respectively 2 and 7 for growing flowers and mushrooms. The special contracts in the animal breeding sector included keeping and reproducing bulls (4 contracts), sheep (4 contracts), swines (2 contracts), quails (2 contracts), rabbits (7 contracts), fish (3 contracts) and bees (2 contracts).

The non-agricultural projects included the domains of handicraft (5 contracts) and rural tourism (1 contract), thus demonstrating the possibilities of creating new work places and advancing the sustainability of incomes in the rural area.

As in previous years, the beneficiaries of demonstration plots within special contracts have offered ACSA service providers 3 ponds with a total surface of 16,2 ha, 7 mini farms with 946 rabbits, 4 farms with 530 sheep for effectuating the training-informative process of the report year. For the same aims, there were funded with mutual agreement 4 handicraft workshops, 1930 m² of rooms for producing mushrooms in adapted conditions, as well as 2,1 thousands m² of greenhouses in which vegetables, flowers and ornamental plants were produced.

The consultants from the territory, during the informative-training process have as well used, 1153 demonstration plots as a result of special contracts signed in previous years and identified from the experience of the villagers-beneficiaries of their services. These included over 1314 ha of vineyards, orchards, berries and ornamental plants, 2,4 thousands ha of field crops, 11 lakes of 70 ha in total, 40 apiaries with app. 2,1 thousands bee hives, 176 farms with 7,6 thousands cattle, sheep, swine, 162 poultry farms with 56 thousands heads, 71 mini farms with 3 thousands home rabbits.

As experts at setting the demonstrative plots and instructors for seminars and other training-informative activities, there have been involved app. 80 employees of agricultural research and education institutions, departments of MAFI and state inspectorates, international projects and NGO's, ACSA network consultants specialized in diverse domains.

Because of the fact that during the autumn of previous year and winter of the report year, precipitations were absent for a quite long time and temperature has been rather high, at the



recommendation of MAFI, based on four contracts of the period January-February 2007 and with the involvement of republic level experts and profile institutions researchers, ACSA organized seminars with on the topic of “Peculiarities of fruit and berries production in conditions of year 2007”. At their turn, local and regional ACSA consultants have also organized this type of seminars in their service areas. The scope of performed activities and trainings was training fruit producers from Moldova and getting them acquainted with the principles of starting, forming and cutting fruit trees, the drought climate specifics and forecasting quality fruit yield for fresh consumption and for storage.



Totally, within implementing all 72 special contracts in the report year, there have been organized 715 seminars, field visits and other activities at which 9,3 thousands agricultural producers and habitants from the ACSA Service Providers areas have participated.

The information regarding works performed on demonstration plots and other informative-training activities have been elucidated in 93 articles in republic, regional and local level newspapers, 28 national and regional TV programs, 11 TV reports within the Mesager and Curierul Agricol Programs, 47 radio programs at national and local level radio stations.

General information on special contracts implementation during the report year can be found in Annex RAS 3, and examined in details at the ACSA Central Office and those 35 SP Centers.

ELABORATING AND PUBLISHING INFORMATION MATERIALS

The work effectuated by ACSA in elaborating and publishing informative materials implies insuring consultants with quality informational sources oriented to improving the consultants' professional level, insuring access to information and advanced experience for agricultural producers and rural entrepreneurs.

In 2007, ACSA has elaborated and published 3 practical guides “Situation of Incomes and Expenses in agricultural operation in 2006” (200 copies), „Poultry Business” (2000 copies), “Swine Growing Business” (2000 copies) and the brochure „Forms of Support and Facilitations offered to agricultural producers for 2007” (4000 copies).

The informative materials have been published in a total number of 8200 copies (table 1). The publishing of these informative materials has been financed from RISP Project financed by the World Bank and the ACSA renewable fund.

The practical guide “Situation of Incomes and Expenses in agricultural operation in 2006” and the brochure “Forms of Support and Facilitations offered to agricultural producers for 2007” have been focused on familiarizing extension consultants and agricultural producers with the opportunities of facilitating efficient use of circulating means for obtaining a high profits from products of 20 sectors from republic of Moldova and the possibilities of obtaining financial means offered by the State Budget for 2007 for priority agricultural sectors subsidized, as are facilitations and fiscal support for this year. Both informative materials having a promotion scope have been offered and distributed to ACSA consultants, Ministry of Agriculture and Food Industry, its subdivisions as well as Regional Agricultural Departments, agricultural producers and rural entrepreneurs for free.

Table 1

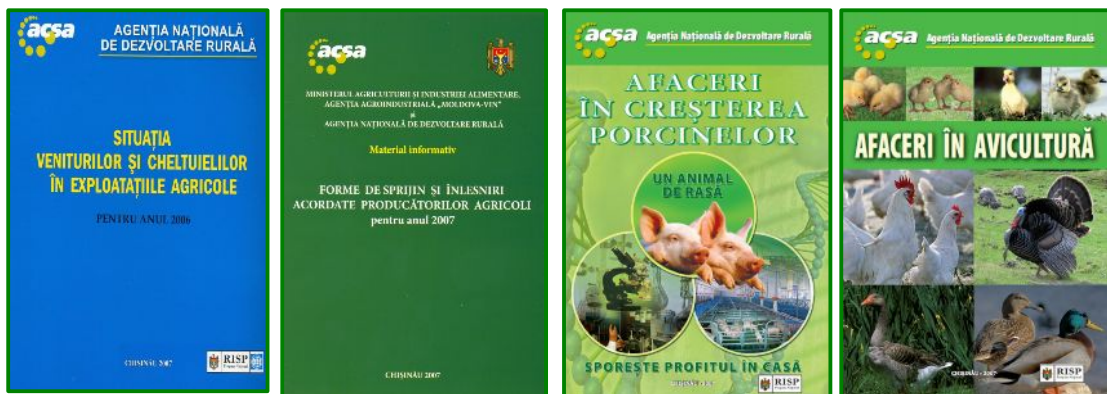
List of Informative Materials published by ACSA in 2007

Nr.	Name	Author	Number of copies
1	Situation of Incomes and Expenses in agricultural operation in 2006	ACSA – Agrex NGO	200
2	Forms of Support and Facilitations offered to agricultural producers for 2007	ACSA - MAFI	4000
3	Poultry Business	I. Petcu, N. Starciuc, I. Scutaru	2000
4	Swine Growing Business	V. Harea, V. Radionov, I. Rotaru	2000
TOTAL			8200

Practical guides “Poultry Business” and “Swine Growing Business” are meant for producers and rural entrepreneurs who wish to start a business in these domains. The publications tell about implementing the business through the following aspects: economic (with arguments on investments necessary to start model farms and estimating modalities of obtaining profits), technologic (advanced technologies of growing-maintaining), marketing (supplying with production means, selling the

produce) and ecologic (avoiding environment pollution from the sectors of production).

According to the regulations of distributing informative materials, 25% of these 2 practical guides (1000 copies in sum of 30335 lei) shall be used for equipping Sp offices, ACSA promotion activities (round tables, republic and international level



meetings,

exhibitions, agricultural libraries), MAFI departments, agricultural research and education institutions, international projects, etc. The most part of the published guides shall be sold (75%) through service providers (3000 copies in sum of 123 thousands lei, at the price of 41 lei/copy). Their eventual sale covers all costs for elaborating and publishing the guides.

During 2007, for equipping 35 SP, 2987 copies of informational material edited by ACSA in 2006 have been offered for free at the beginning of 2007 (5 titles, "Milk Production Business", "Vegetable Production Business, Part II", "Valuing Fruits and Vegetables", "Situation of Incomes and Expenses in Agricultural Operations for 2006" and the brochure "Types of Support and Facilitations Offered to Agricultural Producers in 2007"), as well as 1960 copies of guides edited by ACSA in collaboration with PCPA Project (2 titles, "Environment Friendly Agricultural Practices" and "The Management of nutrients, organic wastes and soil protection").

In promotion and equipping scopes, the Ministry of Agriculture and Food Industry, its subdivisions, as well as Regional Agricultural Departments, were offered 2065 copies of the informational materials.

3615 copies of informative materials published at the end of 2006, were offered to SP or sale. Incomes from informative materials sales form the ACSA renewable fund and is exclusively used for the elaboration and editing new informative materials and ACSA promotion activities.

At the beginning of the year, within the national Campaign of bird flue prevention organized by UNICEF, ACSA has insured the distribution of informational materials

to institutes and public places from service areas. The SP Centers have distributed free of charge app. 13500 posters (the posters' topic in Rumanian and Russian was "Wash your hands with soap more often", "Protect the birds, protect your family", "Cook the bird meat with care") and app. 254000 folders (the topic of the folders in Rumanian and Russian was "Protecting the family from the risks of contamination with bird flue").

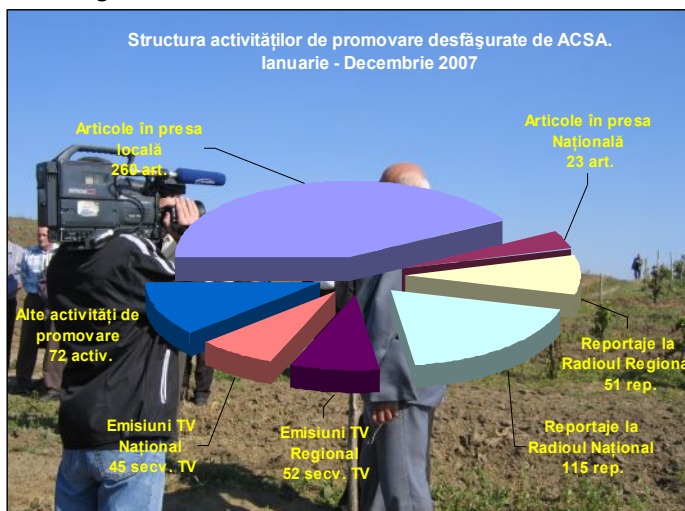
Access of ACSA consultants to new achievements in science, agriculture and investments

In scopes of informative-consulting support and familiarizing agricultural producers and rural entrepreneurs and extension consultants with news in technology, economy and agricultural marketing, Service Providers have been sent (by e-mail) informative notes related to: assortment of new species and hybrids of recently homologated plants for reproduction in Moldova; advanced technologies of growing agricultural crops: cereals, autumn rapeseed, berries and horticultural crops; technologies of growing-maintaining domestic livestock; using mineral fertilizers at growing autumn cereals; types of conditioning phytosanitary products and preparing work solutions; protection measures in the process of working with agricultural equipment and when applying and preparing fertilizers and phytosanitary products; access to the guarantee and investment funds; obtaining financial sources from banking institutions and national and international projects which activate in the country (The 3rd Step of the Program for support and development of the small and medium enterprise sector – Government of Japan and MEC, TeleFood Project - FAO-MAFI, FISM, ProCredit, IMC Leasing, FNAIC, MicroInvest); control of drought consequences and necessary technological measures to diminish the negative impact; species and hybrids of agricultural crops that have shown resistance to arid environment conditions; sources of supply with seeding and planting material (all groups of crops grown); economic efficiency calculus in cereal crops and other operative information demanded by ACSA consultants and beneficiaries.

PROMOTION ACTIVITIES

Mediating consultancy activities and performances registered by beneficiaries represents the most efficient modality to promote the image of the rural extension service. At national, regional and rural level, any cause is used to familiarize the beneficiaries, public administration and civil society with the activity of the ACSA office and its Service Providers. The measures taken by the rural extension service consultants contribute to the advancing of transparency and efficiency of the accomplished activities, increases credibility and accessibility to the offered services.

At national and local level, have been published app. 283 newspaper articles (Moldova Suverana and Curierul Agricol Chisinau, „Curierul de Nord” Edinet, „Cuvantul” and „Farul Nistean” Rezina and Soldanesti, „Calarasi” and „Opinia” Calarasi, „Est Curier” Criuleni, „Accent provincial” Balti, Falesti and Glodeni, „Patria mea” Falesti, „Campia Glodenilor” Glodeni, „Drapelul Muncii” Anenii Noi, „Curierul de Hincesti” Hincesti, „Plaiul Orheian”



Orhei, „Real Sud” and „Transparenta” Cahul, „Agenda Locala 21 Verejeni” Telenesti, „Gazeta de Vest” Nisporeni, „Staseneanca” Straseni, „Cuvantul Liber” Cantemir si Leova, „Plai Singerean”, „Ecoul Nostru” „Vocea Fermierului”, Singerei, „Bussines Info” Leova and Cimislia, „Prior” Stefan Voda, „Lumina” Taraclia, „Vesti Gagauzii”, „Znamea” and „Novoe Vremea” UTAG, „Evenimentul Actual” Riscani, „Observatorul de Nord” Soroca, „Pasul Nou” Donduseni).

Also, 166 reports have been emitted at national and local level radio stations (National Radio Station, Municipal Radio Stations from Straseni, Edinet, Ocnita, Cahul, Calarasi, Balti, Glodeni, Cimislia, and radio programs on National Radio - Radio Matinal, Panorama Zilei, Unda diminetii, Actualitati, Buna dimineata fermieri, Ora pranzului, Актуальный микрофон), 97 television sequences (TV Gagauzia; Floresti TV; TV-6 Balti; ART TV Straseni, TV Causeni, TV Ungheni, TV Elita Orhei,



Soroca TV, Cimislia TV, TV programs at national TV channels - „Curierul agricol”, „Mesager”, „Bastina” TV Moldova 1, NIT) which have shown the consultancy activities implemented by the ACSA Network.

ACSA Service Providers widely use possibilities of promotion of their activities via self-elaborated informational sources. SP Ocnita, Orhei, Causeni, Cantemir, Glodeni, Rezina and Sangerei have elaborated short movies and advertisements which reflect the

performed activities and services, team formation. Service providers have elaborated and published 18 informative bulletins, 29 prospects and folders; 18 informative billboards have been elaborated and placed.

In the reference year, ACSA has launched the Agricultural Marketing Information System which has the aim to supply operative information in the domain for all agricultural market operators from Moldova. In order to promote the Agricultural Marketing Information System, ACSA has organized and held a launching seminar within the specialized international exhibition „Farmer 2007” and 4 promotion seminars in Drochia, Sangerei, Causeni and Cantemir regions. Within these seminars participated app. 260 persons, including representatives of MAFI, Regional Agricultural Departments, agricultural producers and rural entrepreneurs, national,



regional and local mass-media. SIMA launching was mediated through the Press Agencies „Ifotag”, „InfoMarket. MD”, Moldpres MD”, TV programs of Moldova (Mesager), NIT and TV Singerei, National Radio, „Moldova Suverana” and „Curierul agricol”, „Cuvantul Liber” Cantemir and „Plai Singerean”

Singerei newspapers.

The majority of ACSA Service Providers, in collaboration with the Local Public Administration and Regional Agricultural Departments have actively participated in organizing regional exhibitions and competitions within „The Yield Day”, „Wine Festival”, „Vegetable Producer’s Day”, „The Farmer’s Day”, local religious celebrations in rural areas and towns. These activities have allowed them to present their accomplishments and to encourage their beneficiaries to follow the example of the most advanced agricultural operations tutored by them.

AGRICULTURAL MARKETING

The support of the ACSA network for the implementation of agricultural marketing activities has been provided by 5 regional consultants from the following Service Providers: Causeni, Hincesti, Calarasi, Soldanesti and Edinet.

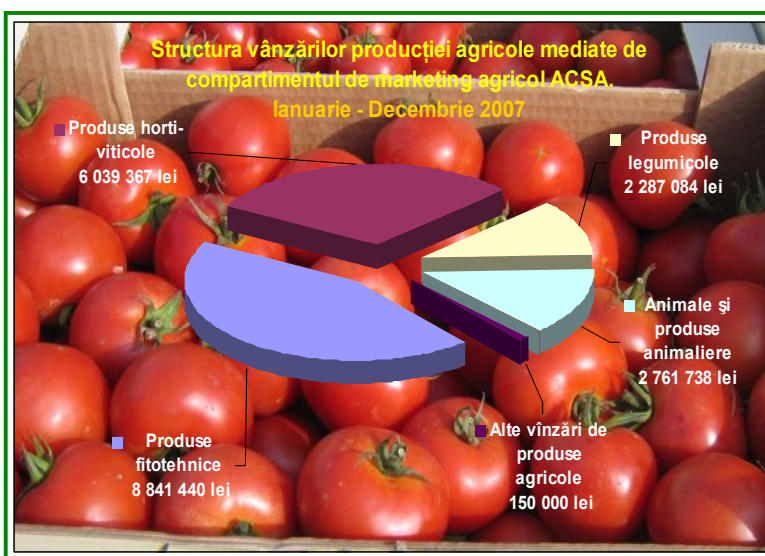
Agricultural Marketing consultants have provided, in the reported period, advisory service to 6670 beneficiaries. The on-line, live data has been provided to both,

marketing consultants and rural entrepreneurs. With joint efforts of local and regional consultants, the following advisory activities have been organized: 35 thematic seminars, 75 round tables (hosting at ones both, agricultural producers and agricultural input suppliers), 93 meetings with formal and informal marketing groups, 109 field visits (for identifying the agricultural input needs as well as the potential markets for fresh fruits). During the upper mentioned activities, marketing consultants have provided m1873 verbal and 219 written consultations.

The topics of the advisory services have referred to: agricultural inputs supply and demand (suppliers, distributors, agricultural producers and rural entrepreneurs) and marketing of agricultural production (retail markets, wholesale markets, etc); quality requirements on seeds and seedling material; prices on national markets (including those of processing industries) and promotion methods of the agricultural products within the marketing chain. The following are some topics of the group activities implemented by Regional Marketing Consultants (RMC): “Quality requirements and supply of sunflower and maize seeds”. “supply of drip irrigation systems for vegetable plots”, “marketing of early vegetables grown in greenhouses and solariums”, “use of different packaging for selling fresh fruits within the marketing chains”, “Quality requirements for fresh fruits and vegetables”. In addition, RMC are helping agricultural producers on conclusion of long-term contracts with processing industries or wholesalers.

The activities of the RMC organized together with the national marketing coordinator have led to the following results:

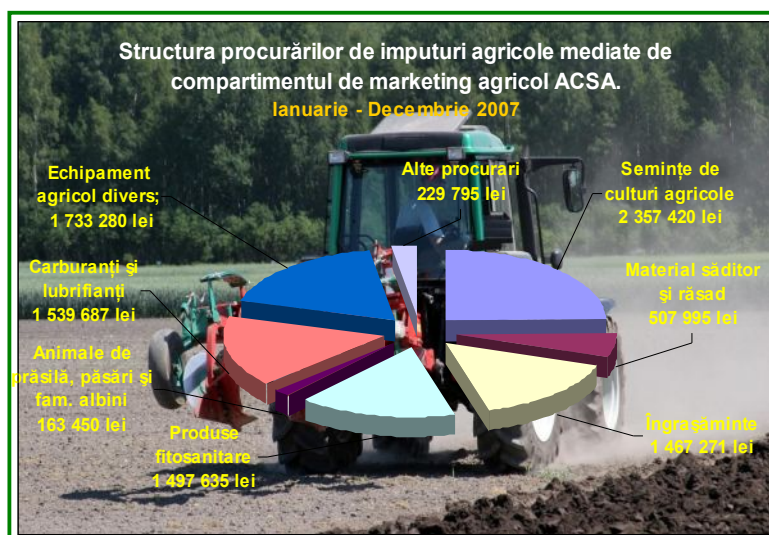
- The creation of 71 informal marketing groups and managing the activities of one marketing cooperative (Causeni) and one service provision cooperative (Soldanesti), created previously;
- A professional association has been created – the Association of animal breeders from Causeni, that has the aim to supply its members with pure breeds and support the business in this



field in Causeni region;

- The support in concluding contract for selling the agricultural production with a total value of about 20 mil lei, including: 1215 t of cereals, 550 t of sunflower and rape seeds, 508,7 t of vegetable seeds, 528 t of vegetables, 138 000 seedlings; 872 t of fruits, 386,5 t of grapes and 28,2 fruits trees; 1003 breed animals, 21500 poultries, 127500 t of meat and 7,6 t of fish; others – 150 000 lei;
- The support in concluding input supply contracts with a total value of around 9,497 mil lei, including: 233,3t of vegetable seeds, 373,5 t of mineral fertilizers, 12,9 t of sanitary production, 14,7 thousands of pruned vines, 174,5 thousands seedling of vegetable crops, 26,8 thousands of fruits trees, 37 pure breed animals, 2970 poultries; 25 agricultural equipments; 157,8 t of fuel and other inputs valuing 147 000 lei.

With the help of the RMC formal and informal marketing groups have been created, as well as rural collection point of fruits and vegetables for further processing or selling on wholesale markets in Soldanesti, Rezina, Orhei, calarasi, Causeni, Edinet and



Hincesti. Agricultural producers have been provided support to identify input suppliers for the seeding of winter cereals.

ACSA has created an on-line Agricultural Market Information System (AMIS), which was officially launched in October 2007 on the web page <http://market-acsa.md> "Agricultural production". AMIS is an on-line information system, integrated with a Data Base (more than 4500 agro food economic entities) that allows beneficiaries to obtain live marketing data.



Thus, by the means of AMIS 293 supply offers and 71 demands have been placed into the system.

In more details, AMIS has hosted in the reported period supply and demand on:

- a. 1460 t of cereals, out of which 804 t of wheat, 221 t of barley, 435 t of maize;
- b. 109 t of oil-bearing/producing plants, out of which 78 t of sunflower and 31 t of rape;
- c. 2043 t of vegetables: cabbage group – 345 t, tomatoes – 1010 t, potato – 630 t, onion – 43 t, carrot – 15 t;
- d. Fruits and berries – 718 t, out of which 456 t of apples, cherries – 100 t, strawberries and other berries – 160 t, prunes – 2 t;
- e. 125 t of table grapes and 230 t of technical ones;
- f. Vegetable seedling material – 280 000 seedlings, 10350 kg of onion seeds, 1280 kg diverse vegetable seeds;
- g. 770 animals for meat, including 505 sheep, 213 pigs and 52 cows;
- h. 166 beehives with colonies of bees and 8320 kg of honey;
- i. 77 agricultural transport means and equipment, including 26 tractors, 18 cars, 12 sowing machines, 4 irrigation equipment, 7 ploughs, 3 cultivators, 2 equipments for fertilizers, 2 combines and one mower;
- j. 1345 t of mineral fertilizers and other different sanitary production;
- k. Supply of different mechanized services, accounting and audit services, as well as services offered by diverse scientific research institutes from Moldova.

ACSA has developed 26 agricultural markets studies in the reported period which have been placed on the AMIS and also distributed to all consultants of the ACSA network. Market information available at the agricultural marketing department of ACSA is being collected on the basis of interviews with agricultural producers and sellers from the 6 main agricultural markets in Moldova: the central wholesale market from Chisinau, agricultural and wholesale markets from Edinet and Soldanesti (North region), Calarasi and Hincesti (Central region) and Causeni (South region). The market studies are being developed for 128 agricultural products, out of which 30 are vegetables, 23 fruits, 25 cereals and 50 animal.

The update of the information in the AMIS is done daily. The statistics from the AMIS show that around 20-25% of the demand and supply placed on-line is meeting the partners and the transaction are being concluded. The information placed on the Web: "Agricultural production" is used directly by the 4500 clients of the AMIS, but additionally, ACSA network is distributing the information to those approximately 350 thousands beneficiary of the extension system.

IMPACT AND PERFORMANCE OF THE SERVICES PROVIDED

The main objectives of the services rendered by the rural extension network aim at an advanced technological level, high level of knowledge and increased revenues from the activities undertaken by the beneficiaries in the context of sustainable development of rural communities. Advisory services and activities implemented by Service Providers in the reported period have been directed to and contributed to the process of solving the problems agricultural producers and rural entrepreneurs face. Rural advisory centers' activities ensure the innovative technological transfer to the rural population, and is contributing to diversification of the activities and generation of new opportunities of investments for rural development. The technological advisory support provided by to the agricultural producers has helped them, despite the severe drought from 2007, to strengthen the qualitative and quantitative production indicators and to have access to credits and state subventions in agriculture. The advisors have also supported them to buy necessary agricultural inputs and sell the final product by initiating new business activities in both, agricultural and non-agricultural sectors.

The impact of the activities of advisory services can be also related to the results agricultural producers obtained after being provided with respective consultative support. The following are some performance indicators and success stories of the activities of Service Providers.

THE IMPACT OF THE SERVICES PROVIDED

Technological impact

During the reported period, the beneficiaries of the extension service have grown cereals and vegetables on 242 thousands ha, including: 69287 ha of wheat, 25293 ha of barley, 66096 ha of maize, 11730 ha of Soya been, 2801 of green peas, 45066



ha of sunflower, 7191 ha of sugar beet, 285 ha of tobacco, 6872 of alpha-alpha, 7025 of rape and 600 ha of beans. The effects of the drought in 2007 have influenced negatively the yields of the main field crops, with an average of (t/ha): : 1,2 - 1,6 for cereals ; 1,2 – 1,3 for maize; 0,5 – 1 vegetables; 0,8 – 0,95 for sun-flower; 1,4 – 2,2 for rape; 23 – 26

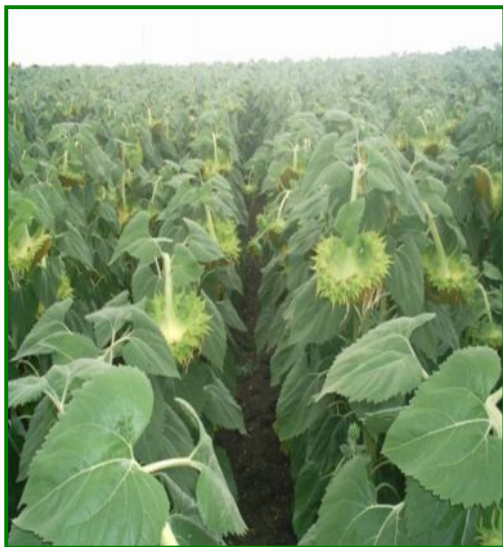
for sugar beet. Still, those beneficiaries who have followed rigorously the technological advice of the consultants and implemented all procedures timely, including irrigation, have obtained high yields, and namely: up to 4,5 t/ha of wheat, 4,2 t/ha of maize, 2,5 t/ha of sun-flower, and 33-35 t/ha of sugar beet. Below are some good examples of the results of the advisory services rendered by ACSA network of consultants:

- Local consultant Gheorghe Morogai has demonstrated to the people from the community that if following the technological process and choosing the right variety, one can obtain good yield of cereals even on conditions of severe draught of 2007. He has applied organic fertilizers in autumn and the phased fertilization in spring, thus harvesting at end 4,5 t per ha of the “Driada” variety and 2,8 t per ha of the “Odeskaia 267” variety;



- The farmer T. Schirliu from the Negresti village, r. Straseni, has planted according to the technological requirements the M-450 hybrid on a surface of 1,2 ha. The plot is located in the neighborhood of a water pool and the local consultant Schirliu Ion has advised the farmer to irrigate the land at least ones and to lessen the number of plants to at least 40-45 thousands per ha, as the draught conditions require. At the end, the yield from that

plot was 4,2 t per ha compared with the 1,2 t per ha the average in the village, or with 0,5 t per ha the average in the rayon.



- with the support and involvement of the local consultant from the Racaria village, Rascani rayon – Vasile Nadulisneac, the demonstration plot “Perspective hybrids of sun-flower” of “Gutuleac Galina” has been planted accordingly on a surface of 2,2 ha with three hybrids – Sirena, Arena and Alexandra. The use of fertilizers and proper technological process has generated, even in conditions of 2007, yield of 25,2 t per ha for the Sirena hybrid, 19,8 t per ha for the Arne hybrid and 18,6 t per ha for the Alexandra. The average yield of sun-flower in the region

was 0,9 – 1 t per ha. After demonstrating these results, another 8 farmers from the community have shown their interest in overtaking the experience of Galina Gutuleac.

The beneficiaries of the ACSA network of consultants have managed 32526 ha of multi-annual plantations, including 14759 ha of orchards, 260 ha of strawberries and other berries, and 17507 ha of vineyards. The total vegetable surface has constituted in 2007 about 11896 ha of open field and 135,8 ha of protected land (including respectively: tomatoes 1011 ha and 94,2



ha, sweet pepper 467 and 3,9 ha, egg plant 293 and 1,2 ha, cabbage 1189 and 7,7 ha, cucumber 443,4 and 28 ha, water melon 144,5 ha and 125 m², vegetable marrow 112 ha, potato 6075 ha, and other vegetable crops 1080 ha and 1700 m²). The mushrooms have been grown on a total surface of 1731 m².

- The farmer Mihail Bulboaca is a repeated client of the extension system, and is continuously provided with advises and support by the local consultant Maria Perebailov from Tudora village, Stefan Voda rayon. As a result, he is obtaining permanently the highest yield of peach. In 2007 he has harvested 600 kg from one ha and sold the peaches directly from the field with the price of 10 to 15 lei per kg. The 2,5 ha of orchard has given the farmer, ultimately, more than 100 000 lei revenue.



- In Carbuna village from Ialoveni rayon two groups of farmers, one led by Pruteanu L. and another by the Paraschiv V. have produced, as result of the service rendered by the Service Provider from Cainari, early cabbage seedlings of “Vestri” variety on a surface of 5,5 ha. After following the technological process as advised by the local consultants they have obtained 275 t of cabbage, with an average of 50 t per ha;

- Pilrea Anatolii from Hadarauti village, Ocnita rayon, is specialized in growing tomatoes in protected field. Being supported by the local consultant Ion Rusnac, he has built a greenhouse with the capacity of 600 square meters with an investment of 682772 lei. The hybrids with a high biological potential Cronus F1 and Shanon F1, as well as irrigation and proper technology have altogether contributed to a yield of 37 kg per m² or a total production of 22200 kg of tomatoes. The average price of the sold tomatoes was 7,85 lei per kg. The total revenue of the farmer was 174270



thousands lei in 2007, with a net profit of 105998 lei;

- The farmer Popa Vasile from Pirita village, Dubasari rayon, assisted by the local consultant Nicolae Bologan, has decided to grow on 2 ha onion from seeds of Haltegon variety, using irrigation, and applying fertilizers. The result was 35t per ha, with a direct production

cost of 60 thousands lei and total revenue of around 100 thousands lei.

- Vasile Somon, a farmer from Straseni rayon, village Sireti, supported by Mereanu Mihai – local consultant, has exactly followed the technological requirements for the process of growing vineyards, “Moldova” variety, on 3 ha of land, and has harvested at end 35 t of grapes , or 11,7 t per ha, while the region’s average was 4 t per ha in 2007. The harvested grapes have been placed in a cooling facility until January, and ultimately sold for a total of cca. 300 thousands lei.

The advise and support of the ACSA consultants has had a considerable weight for the beneficiaries that initiated multi-annual plantations. In 2007, beneficiaries of the rural extension service have planted about 2500 ha of



multi-annual plantations, out of which 850 ha are apple orchards, 234 ha of plums, 327 of walnut trees, peaches – 240 ha, vineyards – 647 and other – 212 ha.

- Anatol Leahu, local consultant from the Jora de Mijloc village, Orhei rayon, has initiated the creation of the Association of tree nursery in the region. The association has consequently increased its number of members, as well as the quality of the pruned trees and surface of nurseries (38 ha in present). More than 400 thousands pruned trees have been produced in 2007;



- At the advise of the local consultant Ion Tarlev from Bascalia village, Basarabeasca rayon, the beneficiary Vornic S. from the same village has planted in 2003 5 ha of vineyard, Cabernet and Merlot clones, and after following technological recommendations of the consultant, as well as the use of irrigation, the yield obtained was 14 t per ha;

- Tacu Valeriu from Braniste, Riscani, with the support of the local consultant Spijavca Dumitru (support on soil analysis, etc.), has planted in 2006 an apple and cherry orchard on 14 ha of land. In the reported period the farmer has requested additional support for planting some 4, 5 ha of new pear orchard;

Another domain where ACSA consultants have helped beneficiaries obtain increased productivity is the animal sector. The 196 poultry mini-farms established with the support

of the Service Providers in 2006 and 2007, have registered an average productivity of 250 eggs per annum per poultry, figure comparable with the 110 eggs per annum per poultry in the region. In addition, 71 rabbit farms, 76 pig farms and 64 sheep farms have been established.

- In 2006 the consultant from Bascalia village, Basarabeasca rayon – Tarlev Ion, has established a poultry mini-farm with a total of 250 poultries of “Roso” hybrid. In 2007 the productivity of one poultry was 250 – 280 eggs per year, bringing the beneficiary a revenue of 65 000 lei, while the total production cost was 41 000 lei. The example of this farm has been overtaken by another 5 farmers from the community;



- Ghoerghe Trofim from Tintareni village, Telenesti rayon, has established, with the support of the local consultant Petru Stanila, a model farm for breeding rabbits, with an initial breeding material of 38 females and 7 males. The farm has proved to have a production over the average and 21 females have been sold for 250 lei each. The experience from the farm has been overtaken by another 10 families from the village;



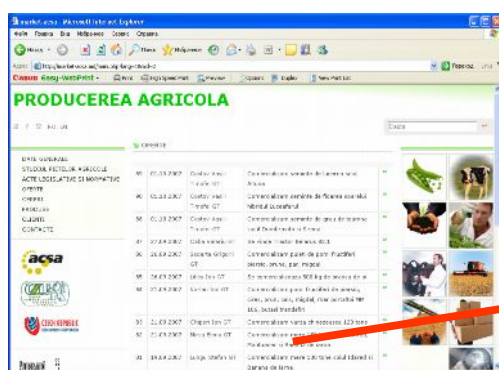
- Three centers of artificial insemination have been established by joint support provided by ACSA consultants from Donduseni and the local public authorities. The centers are located in the following villages: Sudarca, Tirnova and Scaieni. In Baraboi and Tirnova two milk collection points have been opened. People from Mindic village and Scaieni village are happy to have the veterinary services in their communities, while Rediu Mare village is hosting 2 renovated milk farms, which have created 40 new job for the villagers.

Agricultural marketing impact

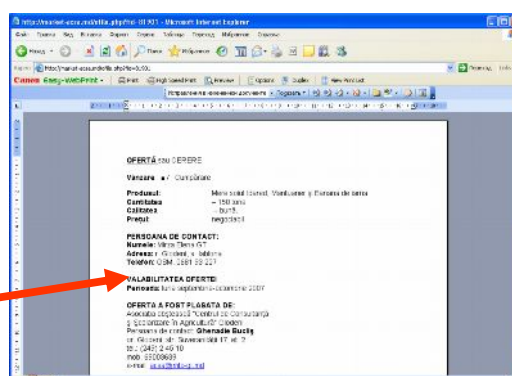
By the use of the 357 formal and informal marketing groups, business activities for selling agricultural production have been supported, and namely: 115 456 t of field crops, 46 429 t of fruits and berries, 26 248 t of grapes, 88 569 t of vegetables, 17,5 t of mushrooms, 2518 t of cattle meat, 168,7 t of sheep meat, 2559 t pig meat, 22,9 t rabbit meat, 156,3 thousands of poultries, 112,2 t of honey, around. 4,5 millions of eggs.

Altogether, agricultural business transactions that have been mediated by ACSA consultants are valuing more than 647 million lei.

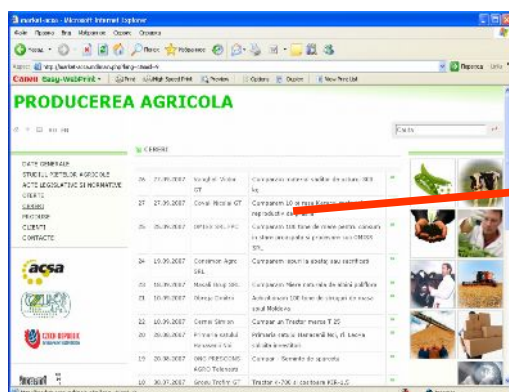
Local and regional consultants have mediated transactions with agricultural inputs for over 237,6 million lei. These money have been used by the farmers for almost 10852 t of mineral fertilizers, 11994 t of seeds, 717817 pruned vines, 711042 fruit trees, 98175 fruits shrubs, 995 pure breed cattle, 1187,6 thousands poultries, and 29953 t of fuel. Almost 55 million lei was used to buy tractors, agricultural and irrigation equipment, including 245 tractors, 137 sowing machines, 122 cultivators, 224 ploughs, and 7 irrigation equipments. A total of about 292,9 million have been used by the beneficiaries



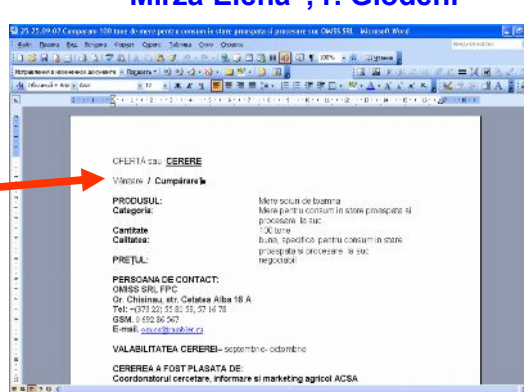
**Offer No. 82. from 21.09.2007,
apples**



**At 21.09.2007 - 150 tones, GT
“Mirza Elena”, r. Glodeni**



**Demand No. 25. from 25.09.2007,
apples**



**At 25.09.2007 - 100 tones,
SRL OMIS, or. Chisinau**

within the input supply transactions mediated by local and regional consultants.

The impact of these activities can be expressed in the following examples:

- In 2007, by the means of the AMIS, which represents a virtual market where buyers and seller meet for their products or services, a number of business transaction have been operated, to be mentioned the following: the offer No. 82 from 21.09.07 placed by Mirza Elena from Iabloana village, Glodeni rayon for 150 t of apples has found its buyers – “Omis” Ltd. that has placed a demand for the same product under

the number 25 from 25.09.07 and “Vicam” Ltd – demand No. 28 from 26.09.07. As result, two business transactions have taken place with a 680 thousands lei revenue for Mirza Elena.

- Clipa Mihai has placed the offer No. 176 on 26.11.07 and subsequently sold 210 tones of maize to the brokers of the commodity exchange, registering a revenue of 819 000 lei.
- with the assistance of the Regional Marketing Consultant from Soldanesti, 18 persons have been trained in 2007 in marketing fresh fruits and vegetables. As a result, in collaboration with “Alfa Nistru” stock company, 14 fruits, vegetables and berries collection points have been established in the region. “Alfa Nistru” has provided the centers with the necessary boxes for collecting the products as well as with an advance payment for the future products to be sold to the company. A total of 80 t of fruits have been collected from the population of Soroca with a total value of 400 thousands lei;
- At the beginning of 2007, a group of 15 farmers has approached the local consultant from Colibasi village, Cahul rayon, with the agricultural inputs supply problem. Within the discussions held at the round table organized by the consultant, the optimal solution that came up to the farmers was the creation of a agricultural shop in the village. Later on, one of the beneficiaries – Eremia Nicolae, has decided to establish such a business. Thus, with the support of the local consultant, the agro-shop “Colibasi Farm” has started its activity in the summer of 2007. The suppliers of the agro-shop are “Agrostoc” business cooperative, “Agrofitbonus” Ltd., “Bioprotect” td., “Strimetid” Ltd., and others. The potential clients of the “Colibasi Farm” are the 2461 farmers from Colibasi village and those from the neighboring villages, where there is no agricultural shop.
- With the joint support of the local consultants from the Antonesti, Carahasani, Caplani, Olanesti and Crocmaz villages from Sefan Voda rayon, meetings between the fruit and vegetable producers and the can factories from Olanesti and Causeni have been organized. The result of these meetings was the creation of fruit collection points and conclusion of 22 commercial contracts with total value of 2660 thousands lei;
- The activities of the Regional Marketing Consultant from Causeni have led to the foundation of the animal breeding associations in October 2007. Thus, the association has provided its members with pure breed animals valuing in total 469,8 thousands lei and support to the marketing of meat of 1564 thousands lei;

- The information and support provided by the local consultant V. Popusoi from Dubasarii vechi village, Criuleni rayon, has helped Rosca Elena from the same village to open an outlet for selling films for greenhouses. Thus, in 2007 Elena has sold 10 t of film for more than 360 000 lei.

Economic impact

Local and regional consultants have contributed to the creation of 85 diverse professional associations, both local and regional, 36 veterinary rural centers, and 110 animal and poultry farms. Over 30500 agricultural producers and rural entrepreneurs have had access to credits, including through SCAs – about 29360 beneficiaries with 164,2 million lei credits, through commercial banks - 1080 beneficiaries with about 30 million lei credits, 58 RISP clients with over 3,9 million lei credits. Local and regional consultants have provided support to the creation of 11580 business plans and credit requests, including 1286 for agricultural activities and 294 for non-agricultural. Thus, 326 agricultural and 125 non-agricultural rural businesses have been established and some 1703 new jobs created,

The following examples and success stories can demonstrate the impact and performance of the rendered service:

- Regional consultant from Cantemir has helped in the elaboration of 20 business plans submitted subsequently to Agroindbank for financing. 15 out of 20 have been accepted and credits provided with a total value of 3047000 lei;
- Local and regional consultants from the Edinet Service Provider have provided support to the population from the rayon to obtain financing from the SCA. As a result, 1600 persons have been credited with 9.9 million lei in total by SCA, 164 people have been credited by the commercial banks with a total of 1,65 million lei and 27 RISP credit line clients have got a total of 557 000 lei. In addition, 4 agricultural businesses have finalized their business plans with the support of the consultants, out of them 2 have started their operational activity.
- The local consultant from Mereni village, Anenii Noi rayon has provided support to 165 people to obtain a total of 8 500 000 lei long and short term credits;
- With the support of the local advisory centers from Ocnita and the regional agricultural department, farmers and agricultural producers from that rayon have had access to the state subventions for 2007. So, beneficiaries have been granted 8,8 million lei for VAT reimbursement for fertilizers, 391 000 lei for agricultural equipment and 190 000 lei for the procurement of 50 pure breed animals;

- Pantiru Valeriu, being helped by the local consultant from Hiliuti, Rascani in such activities as feasibility study, training and choosing the adequate equipment, has started the operation of a bakery that is supplying the school and the kindergarten with bread. The business has created 4 new jobs and and some 40 000 lei revenue for the beneficiary;



- the farmers from Crihana Veche village, Cahul rayon have been provided, with the support of the local consultant, with training on vine pruning. A total of 25 000 vines have been pruned in the village after the training and the price of the pruned vines was 4,5 per unit. Thus, the total revenue of the farmers was 137 500 lei;

- The support provided by the local consultant Natalia Carablut to Turcu Mihail and Turcanu Mihail has offered the last access to 175 000 lei from the state subvention line for planting 5 ha of vineyards. In addition, 126 600 lei have been provided to the farmers from the village from state subvention fund for field crops. Another 200 farmers, after being consulted by the local consultant and provided support on the submission of necessary documents to the Fiscal Inspection, have benefited by the amnesties of 52 000 lei, and 61 farmers have had access to 280 000 lei credits from SCA.

Impact from legal advises

ACSA network of consultants has been actively involved and contributed to the development of the land market and identification of solutions related to land legislation. With the support of the network 6291 land transaction have been concluded for over 6000 ha pf land, 1340 ha of land has been the subject of 1250 donation contracts, 2293 heritage contracts have covered more than 4200 ha, 147 mortgage contract have been concluded for 93 ha of land and over 3080 ha of land has been re-parceled. The local consultants have mediated 47448 land lease contracts for 792909 ha of land. Another 23040 ha of land has been consolidated based on market principles through 16626 transactions. Some 1161 land litigations have been solved by the help of local consultants covering over 1530 ha of land.

The following are some examples and success stories with reference to the legal advises provided by the network::

- ACSA consultants from Hincesti have provided technical assistance for solving 73 land and property litigations, for concluding 2649 land transactions (981 buy-sell

contracts, 36 donations, 109 heritage contracts, 19 land re-parceling and 1504 lease contracts). The total area of the land under the upper mentioned transactions is 2436 ha and the number of beneficiaries is 2700;

- After local and regional consultants from Stefan Voda have rendered 614 individual advises and 112 group consultations to 1402 land owners, 2846 lease contracts have been concluded for 3613 ha of land and another 235 ha of land has been sold under 236 contracts, 90 heritage contracts have changed the owner of 107 ha of land, 92 transactions have re-parceled 58 ha of land and another 58 ha have been donated. Also, 38 land litigations for 23 ha have been solved and 46 ha of land has been consolidated for 102 owners;
- The farmers from Pinzareni village, Falesti rayon have been provided during the privatization period with plot of degraded land, being useless for the agricultural activities. With the advise and support provided by local consultant from the village, 48 ha of such land has been consolidated and forested by the regional forest authority;



- Local consultant Florea Constantin from Colibasi village, Cahul rayon has provided support for the commitment of 45 land transactions covering 32 ha of new vineyards. In addition, 75 ha of land has been leased through 60 contracts;

- The consolidation of the land in Varatic village, Rascan rayon, has been done with the support of the local consultant. Some 20 ha of

consolidated land has created, out of which 15,5 ha has been projected for a new plantation of apple (beneficiaries Medvedschi V, Parii P, and Capra V), and 4,5 ha for walnut trees (Furtuna i. and Salari N.). The consultant has also advised all these beneficiaries on accessing respective state subvention funds for their plantations;

- 1200 land lease contracts have been concluded in Cobilea, Soldanesti with the support of the local consultant S. Bernevec between the owners and the german company "Mister Shmidt". In this way, some 1450 ha of land has been consolidated for a period of 15 years;
- By the use of the assistance of the local consultant from Solcani village, Soroca rayon, 69 land transactions have covered 90 ha of land in 2007. Another 122 contracts have been concluded with the „AMG Kernel –Grup” stock company for 168 ha of land for further planting walnuts.

Social impact

Service Providers as well as local advisory centers are playing an important role for the socio-economic development of the rural communities. High professional level and capacities to develop rural projects with international financing is used by the consultants in accessing funds such as SIFM, Ecological Fund, IREX Citizenship project, GTZ, APCP, etc. Thus, 49 rural social projects have been developed by the consultants and granted financing from different donors, including inter alia:

- 2 projects financed by the Agricultural Pollution and Control Project: one for irrigation of vegetables in greenhouse – 328 000 lei and another for the construction of a manure storage platform – 652 000 lei. Both projects have been implemented during 2007;
- The consultant from Ilenuta village has provided support to the elaboration of the project, which subsequently has received financing from the Community Development Program financed by USAID and administered by IREX. The project budget was 475 000 lei, including 26 000 lei grant, 80 000 lei contribution of regional public authorities, 89 000 lei contribution of local public authorities and 46 000 lei – the contribution of villagers;
- A water pipe construction project was granted financing from the Ecological Fund in Pirjota, Rascani. The project was developed by the local consultant who has also mobilized all villagers towards the implementation of the activities under project. The value of the project was 260 000 lei and 2 km of pipes have been built
- Service Provider from Cainari has developed and implemented in 2007 a project that aimed at renovating the building of the “Alexei Mateevici” lyceum from the community. The project has been financially supported by SIF 2 under the “Small town development” program. The total value of the granted finance was 75 000 USD and the community came up with a 144 000 lei contribution;

The work done by the consultants towards the development of the rural communities and increasing the level of wealth of the beneficiaries is being appreciated by the local public authorities and local inhabitants and expressed in their diverse letters. The impacts of such activities is strengthening the relations between the extension consultants, LPA and beneficiaries,

Obtaining the answer or being provided with the solution to the problem, creation of new rural businesses or extending the existing ones with the support of the consultants, all these are contributing towards the creation of a positive image of the ACSA Service Provider. LPA are supporting the activities implemented by extension consultants and appreciate the consultants work as being a useful one for the rural development sector.

THE IMPACT OF THE DEMONSTRATION ACTIVITIES

The demonstration activities implemented within the special contracts program have contributed to the improvement of the technological level and increase in productivity of crop production or animal breeding. The beneficiaries of the demonstration sectors have understood the efficiency of the new varieties and hybrids, of applying plant protections schemes, of new modern techniques and equipment, of the progress breeds of animals and fish, and the importance of the recommendations provided.

The implementation of the 72 special contracts has resulted in the creation of 13 mini-farms (pig, cattle, and sheep), 3 rabbit mini-farms, 4 handicraft and furniture production workshops, 2 ha of pruned walnuts, 2 ha of strawberry plantation, 7 businesses on production of mushrooms, 3 fisheries, 2 quail farms and one rural tourism activity.

Based on the information provided by Service Providers in their reports, we can state that the total revenue of the fish breeding activities under the special contracts program was over 4,4 million lei, while the production costs have been reduced by 68 000 lei, and some 34 new jobs created. From the total number of participants at the demonstration sectors, 160 have already started similar activities. Eight regional associations of fish and animal breeders have been created in the reported period, as well as 16 formal and informal marketing groups and handicraft centers. 74 sale and purchase contracts have brought to their beneficiaries more the 1,4 million lei revenue.

Some of the results the ACSA consultants within the implementation of the special contracts are provided below:

- 19 demonstration activities on growing vegetables in open field as well as in greenhouses have generated for their direct beneficiaries a total of 1,9 million lei. 48 persons from the total number of participants at the demo-lot open days have stated their intention to start similar activities based on the experience gained;
- For the open filed vegetable growing sectors the average yield was 33,8 t per ha compared with 22 and 17,8 t



per ha – average in the villages of the demonstration plots. “Lilian Borodachi” from Hlina (Briceni) has managed to obtain 38 t of eggplant per ha with the use of drip irrigation, while Anatolie Soltan from Cuizauca (Rezina) has registered 46 t per ha of the sweet pepper grown according to the same technology;

- the average yield of the vegetables grown in protected field 8,7 kg/m² in the demo plots compared. 6 greenhouses with a surface of 2100 m² have generated a total revenue of 583 000 lei. Anatolie Rabei from Saratenii Vechi, Telenesti has registered a yield of 16 kg per square meter. Dmitrii Vohodet from Musair village, Taraclia has registered 12 kg/m² of tomatoes (new variety), compared with 5 kg/m² at the basic plot;
- The implementation of the proper technology for growing onion has provided Ion Roaba from Mascauti (Criuleni) a revenue of 135 000 lei from only one ha of land;
- 5 demo plots (1,7 ha) with the use of irrigation for strawberry growing has generated a total of 204 000 lei sales. Some 15 visitors have stated their intention to start similar activities based on the recommendations provided;
- Victor Munetanu from Hristoforova, Ungheni, being advised to and using the the technology of growing strawberries, has obtained 3 tones of early strawberries on a 0,45 ha ofland;
- Nichifor Ixari from Sevirova village, Floresti rayon has obtained an output of more than 50% for the pruned fruit trees. Out of 50 000 pruned trees 42 000 have been sold. It is to be mentioned, also, that Nihofofor has concluded contrats for the production of 12 000 pruned tress for neighboring orchards.
- Valentin Paladi, the beneficiary of the demo plot from Cruglic village, Criuleni, has produced 28 000 flowers that generated a revenue of 54 000 lei. Ruslan Dombrov has registered 26 000 lei revenue from the marketing of the flowers in the first year of operation.
- The production of mushrooms on 1930 m² has provided the beneficiaries of 7 demonstration plots a total of 23900 kg of mushrooms, with an average of 12,4 kg/m². The value of the products sold was over 250 000 lei. Valeriu Postolachi



from Varvarauca village, Floresti and Barabas raisa from Bulboaca, Anenii Noi have registered good results as well, with 3,5 and 1,4 t of total production respectively;

- Following the recommendations of the external consultant, and using the artificial insemination,



automatic milking and other procedures, the beneficiaries of the 4 special contracts have obtain from their milk farms a 15,5 liters of milk per cow per day, or 5 400 liters per year.

- Platon Leonid from Volodeni, Edinet, has obtained a production of 20 liters of milk per day per cow. His farm of 20 milk cows has generated in 2007 a revenue of 337 000 lei. Nicolai Galemba from Birnova, Ocnita, has registered at his 8 milk cows farm an average production of 17,5 liters of milk, this obtaining an yearly revenue of 64 600 lei;
- Sheep breeding is a common activity in Moldova, but because the technological requirements are not followed strictly, this may result in a bad performance of the farms. The 5 special contract on sheep breeding had the aim to inform people about the requirements of the farm itself as well as on milk and other farm products storage during diverse period of the year, and on the reproduction pf animals. Mechanized milking was also presented during the open days and the equipment to be used for this operation.
- The farm of Ion Bogdan from Radulenii Vechi, Floresti has a capacity of 250 sheep. After implementing all recommendations of the consultant, the production of milk was 112 liters per sheep per season. Ion has also traded 325 kg of lamb and others with a total value of 250 000 lei. At the same time, Eugen Dascal from Drochia has registered a production of 9 liters of milk per sheep per day. His revenue in 2007 was approximately 85 000 lei;
- 106 males and females have been procured to create 7 rabbit farms in different regions of Moldova, and after reproduction this number was 1256. The seminar organized within the demonstration sectors have identified 13 persons expressing their intention to start similar activities;
- The beneficiary of the demonstration plot from Mitoc, Orhei – Turcanu Vasile, has

invested both, project money and his personal contribution generated from the work abroad, for the creation of a model rabbit farm. He is now selling monthly 50 – 60 kg of diet meat to METRO Chisinau, on the basis of a long-term contract concluded with them;

- The special contracts on rabbit breeding has interested beneficiaries of other special demonstration sectors: Eugen Burghila (s. Parcova, PS Edinet, Mihail Dragan (s. Bobeica, PS Hincesti) si Gheorghe Petic (s. Milesti, PS Nisporeni);

- The average production of fish within the 3 special contracts on a total of 16 ha of lake



has reached 810 kg per ha, while the beneficiaries Constantin Gaidarji from Baurci (SP Ciadir-Lunga) and Teodor Bajura from Bilicenii Vechi (SP Singerei) have bred 980 and 890 kg of fish per ha respectively.

- The two special contracts with the beekeeping activities have

managed to increase the number of beehives by two, and 8 people from the village started similar activities. Another 15 young people have shown vivid interest towards this type of activity. The Association of beekeepers has been created in Hincesti rayon. Vasile Sirbu has collected 28 kg of honey from each beehive;

- Due to the special contract implemented by Galina Marinescu from Carahasani, Stefan Voda, the team of the artisans has increased with two from 8 and the number of national costumes has increases from 25 (last year) to 65 in 2007, valuing 44 000 lei. Contract of sale and purchase of these costumes have been concluded with the mayoralty of Palanca – 6 units, Cultural department from Cainari – 10 units, Cultural department from Stefan Voda – 20 units. In the framework of the handicraft workshop, the Labor Office from Stefan Voda has trained 10 unemployed and provided respective certificates;
- The implementation of the mini-project on basket work has made Ciumac Ana from Eforeni to enlarge her range of wattle and increase the revenue from 15 000 lei in previous year to 27 000 lei in 2007. Today, her workshop is hosting 10 masters, versus 3 in 2006. Some 15 pupils from the community have attended the courses on basket work;
- The master Ion Pohoroana from Soldanesti has provided his workshop for the demonstration of and training on manufacture of wood handicraft. 8 adults and 11 pupils have been trained in 2007. Out of them, 3 persons have started this activity

on their own. The workshop is mainly working by the order of churches. They have also produced, at the request of the ex-ambassador of the Russian Federation, a phaeton.

- The training organized at the workshop of the master Leonid Muntean from Hadarauti, Ocnita, as well as the equipment provided have contributed directly to the manufacture of 3 sets of doors and windows, 5 wardrobes, 12 chairs etc. This can be compared with manufacture of only 4 doors and 10 windows in 2006. Besides doors and windows, Leonid started to produce wardrobes and tables as well. During the implementation of the project, 4 persons from Corescauti and Clocusna have started similar activities after visiting the demonstration sector, and some 16 pupils have been trained accordingly and received certificates;
- 2 special contracts have contributed to the increase of the quail farms by 25%. Over 13 000 diet eggs have been produced by the two farms, that have been sold with the price of 1-1,5 lei per egg.
- “Ion Lazar” (SP Soldanesti) has tried the method of incubation in three times and the result was 131 quails. 80 out of 131 Ion has sold to other quail farms for the creation of their capacities. His plans for the future are to expand the quail farm to meet the market demand. Another 8 persons from the village are initiating similar farms.

The upper mentioned case studies are underpinning the importance of the special contracts and demonstration sectors when promoting advanced technologies and diversification of activities in the rural area.

MONITORING AND EVALUATION



Monitoring and evaluation is a continuous process involving the staff of ACSA executive directorate and the representatives of the Rural Extension Service Unit (RAS Unit) under the Ministry of Agriculture and Food Industry, and represents an important and efficient tool for ensuring the achievement of the project

goal.

The goal of monitoring and evaluation is to verify the activity of regional and local ACSA consultants and assess project implementation progress.

The monitoring and evaluation of ACSA network activity in the first quarter was mainly influenced by two factors: lack of financial resources until beginning of March (contracts with Service Providers were signed on March 2, 2007) and lack of transportation – ACSA vehicle was damaged in a car accident on November 17, 2006. However, in the second, third and fourth quarters, monitoring and evaluation activities were carried out according to the working plan due to the purchase of a car for the Executive Directorate of ACSA and a car for the Rural Extension Services Unit. Thus, during 2007 the staff of ACSA Executive Directorate and the Rural Extension Services Unit made joint field trips and monitored and evaluated all 35 Service Providers covering more than 55% of the local consultants. The centers that had difficulties in complying with contractual obligations and were not capable of settling some acute problems were visited several times (SP Leova, SP Criuleni, SP Cimislia, SP Stefan Voda, SP Taraclia, SP Soroca, SP Rezina, SP Floresti, SP Falesti, SP Briceni, SP Basarabasca, SP Cahul, SP Causeni, and SP Comrat).

For a more objective evaluation of the activity of rural extension consultants, discussions with regional and local consultants, representatives of local public administration – mayors, deputy mayors, secretaries and other employees of the village halls – and beneficiaries were held during monitoring visits. In addition to that the physical comfort of offices, transparency, activity planning and execution as well as documentation were examined on site. Immediately after signing contracts for provision of services in 2007, the monitoring team focused on evaluating the activity of the Service Provider „Local Development Agency” from Leova, which, following the decision of the Selection Committee, was supposed to improve its management. As a result, the founders of the organization recommended a new coordinator, who was subsequently approved. This service provider was visited several times in the second and third quarter as well.

ACSA Executive Directorate carried out a monitoring visit to SP Criuleni to offer assistance in transferring local consultants from SP Dubasari that had their consulting services contracts terminated, according to the decision of the Selection Committee. As a result, 4 consultants continue to work as part of SP „Criul-Fermier” and they seem to have been integrated into the team. ACSA Executive Directorate

visited the consulting center from Criuleni several times to provide advisory support in consultant team management.

Several monitoring visits have been organized to the Service Provider from Cainari, as the management of that team has registered changes. The goal of the visits was to provide adequate support to the new project coordinator. As a result, the management of the team has improved significantly.

Similar situation has been registered for the Donduseni Service Provider, where the management of the team has been changed as well. After several monitoring visits of ACSA executive directorate, the activity of the center has been improved.

Monitoring of other centers revealed that all consultants comply with the contractual provisions on consulting activity, recording of services provided, ensuring information materials and transparency of the activity its-self. However, the monitoring team identified the following gaps:

- (i) Inadequate registration of services provided in the record register,
- (ii) Incorrect formulation of subjects of major importance to beneficiaries when planning seminars and round tables,
- (iii) Insufficient transparency of consulting activity,
- (iv) Insufficient promotion and sale of information materials developed by ACSA.

Consultants are facing difficulties in marketing brochures published three-four years ago by ACSA. This is explained by the fact that the brochures are obsolete, by changes in trends for agricultural crops and animal breeding, by the possibility to borrow the brochure for a short period of time. Nevertheless, the beneficiaries have an increased demand for the recently published materials, i.e. commercial ones, which shows that farmers have a continuous interest for market-oriented agriculture.

It is good that most consultants understood the efficiency of providing consulting services to groups and tend to increase their number. At the same time, some consultants are still facing problems in identifying issues beneficiaries face. The evidence of that is represented by some activity plans and tendency to avoid the evaluation of the seminars and round tables organized by consultants.

Some consultants shall improve the transparency of their activities. They are to become more active in promoting the Service Provider and ACSA in the local mass media, posting information on visible places in village halls, etc.

The gaps that have been identified in the activity of the local consultant have been registered in the consultant's register of services rendered to population, and further discussed with the SP team. Deadlines for improving the situation were established depending on the seriousness and difficulty of making necessary changes. The monitoring teams have also encouraged project coordinators to work permanently with the consultants from their team and help them solve problems.



In general, the quality of the services provided by ACSA network of consultants has been improved, as well as recording and planning of the activities. In addition, the services rendered have been diversified and the access to these services increased. Most offices are properly endowed for service provision and their location is mainly adequate and accessible. There is progress in ensuring transparency of activity and identifying target beneficiary groups by area.

At this moment, the World Bank contracted expert, Nico van Wageningen, in close cooperation with ACSA Executive Directorate and RESU staff are developing the concept of the integrated monitoring and evaluation system for the activity of ACSA consultants. The goal of the system is to have instantaneous and quick access to information on the activities of regional and local consultants and to decrease the time necessary for paper work and increase focus on working with beneficiaries of rural extension services. The concept of the integrated monitoring systems is an on-line database on activities implemented by regional and local consultants, their beneficiaries, general information on localities where regional and local ACSA centers are located, etc. and ensuring the possibility of enhancing and increasing the information flow between local, regional and national consulting centers. With respect to these, the Bank's support on computerization of the network is just in time. Local and regional consultants will be provided with office equipment for improving the flow of information in the framework of the rural extension system as well as for improve the process and results of the monitoring and evaluation of the network.

**** Any other additional information and source financial documents are available at ACSA Executive Directorate and Service Providers offices.*

RURAL BUSINESS DEVELOPMENT COMPONENT

The activities of the Rural Business Development Component (RBDC) are implemented by the four DAs that implemented RISP I: Alliance for Cooperation in Agriculture (ACA), Business Consulting Center (CCA), Rural Development Center (RDC) and Mobile Expert Group in Agriculture (MEGA) which signed contracts with the Ministry of Agriculture and Food Industry (MAFI). Their contracts contain detailed terms of reference for activities planned under this component, including budget and financing offered for the period September 2006 – June 30, 2010. According to the Project Document, MAFI is responsible for the implementation of this component while CAPMU is fully responsible for the coordination of the component. The DAs are funded for the current phase of RISP according to the new financing mechanism, based on results delivered, and is different from the first phase based on monthly fixed payments. Thus DAs are stimulated to a greater extent to establish viable businesses since a part of their financing is provided for post-creation support.

CAPMU developed a package of forms required by development officers (DOs) in their work, including updates of forms used during RISP I. At the moment 10 development teams are involved in the implementation of RBD Component: 3 teams within ACA and MEGA and 2 teams within RDC and CCA respectively. Most DOs have worked under RISP 1.

General information on outcomes of DAs activities for the reporting period is presented in the table below, while more detailed information is presented in Annexes RBD 1-23.

Table RBD 1. General Information

<i>Indicator</i>	<i>Value</i>
<i>Development Agencies</i>	4
<i>Mobile teams</i>	10
<i>Number of villages where promotion took place</i>	468
<i>Number of participants to promotional meetings</i>	9637
<i>Number of project participation applications</i>	377
<i>Service provision contracts, active</i>	312
<i>Number of business plans developed</i>	283
<i>Businesses starting implementation of investment plan</i>	217
<i>From them:</i>	
<i>Agricultural</i>	(30%) 64
<i>Non-agricultural</i>	(70%) 153
<i>Businesses in progress</i>	46
<i>Businesses registered with the support of DAs Loan</i>	23
<i>Loan applications submitted</i>	254

<i>Loans disbursed for rural businesses disbursed for rural</i>	<i>212</i>
<i>Loans approved, but not disbursed</i>	<i>2</i>
<i>Loan applications in processing by PFIs applications</i>	<i>6</i>
<i>Number of businesses benefiting from post-creation support</i>	<i>165</i>
<i>New jobs at start-up</i>	<i>736</i>

PROMOTION CAPMAIGN

In the forth quarter of 2007 promotion activities were organized in 103 villages and attended by 1996 people. (Chart 1) Thus, the cumulative figures are showing that a total of 9637 persons from 468 villages have been informed about the RISP second phase activities and opportunities until now.

While other DAs have greater results in business creation, CDR organized most promotions in 187 villages having more than 4200 participants. CDR is followed by CCA with a total of 105 villages covered by the promotion campaign with 1870 persons attained the promotion meetings.

<i>Development Agency</i>	<i>No of villages involved in promotion campaign</i>
<i>ACA</i>	<i>85</i>
<i>CCA</i>	<i>105</i>
<i>CDR</i>	<i>187</i>
<i>MEGA</i>	<i>91</i>
<i>Total</i>	<i>468</i>

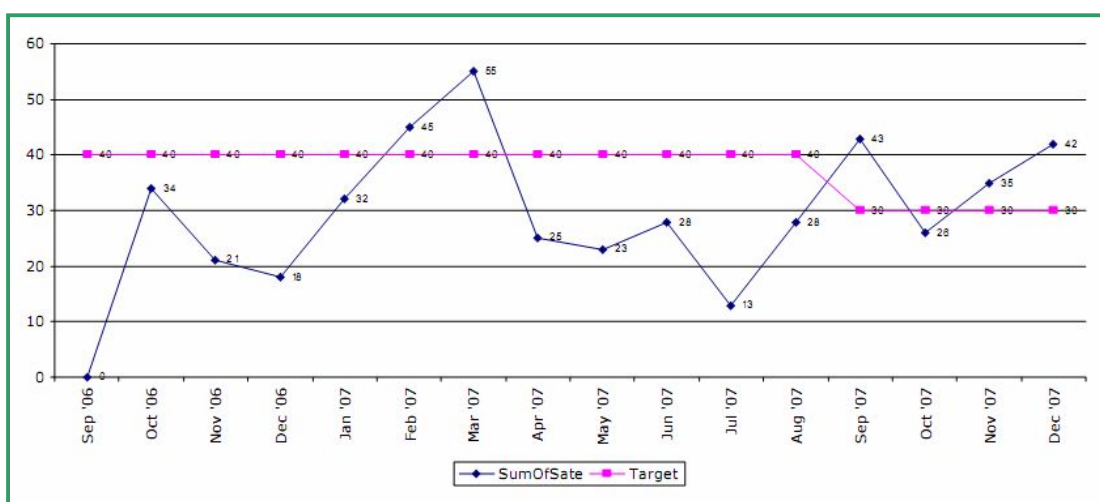
As project foresees that the promotion campaign will be held in a total of 900 villages of Moldova, we can state that at December 31st, 2007 50% of the villages have already been involved in this campaign.

Most promotions were carried out in partnership with local public authorities, ACSA national extension network consultants and savings and credit associations. These promotions introduce the goal and objectives of the project, conditions of participation, DAs' role in creating and supporting new businesses, funding opportunities of investment projects, etc. All promotion meetings are accompanied by distribution of information materials, including RISP II leaflets containing general information on the project, the list of DAs and their contact information, the list of project participating financial institutions (PFIs).

The number of promotion activities had a positive trend in the forth quarter of 2007, starting with 28 villages in October, and reaching a number of 42 villages in December 2007.

An important source of information on project conditions are RISP I beneficiaries. They can be considered an example for potential beneficiaries of RISP II.

Chart RBD 1. Number of promotion activities



BUSIENSS CREATION

During the period October - December 2007 the four DAs have managed to assist 48 RBs in developing their business plans, this totaling to 283 RBs with their final business plans with DA assistance.

217 businesses established with the support of DAs have started their operational activity/implementation of investment plan as of December 31, 2007. Out of them, 212 have received loans from PFIs and 5 started operating only with their own

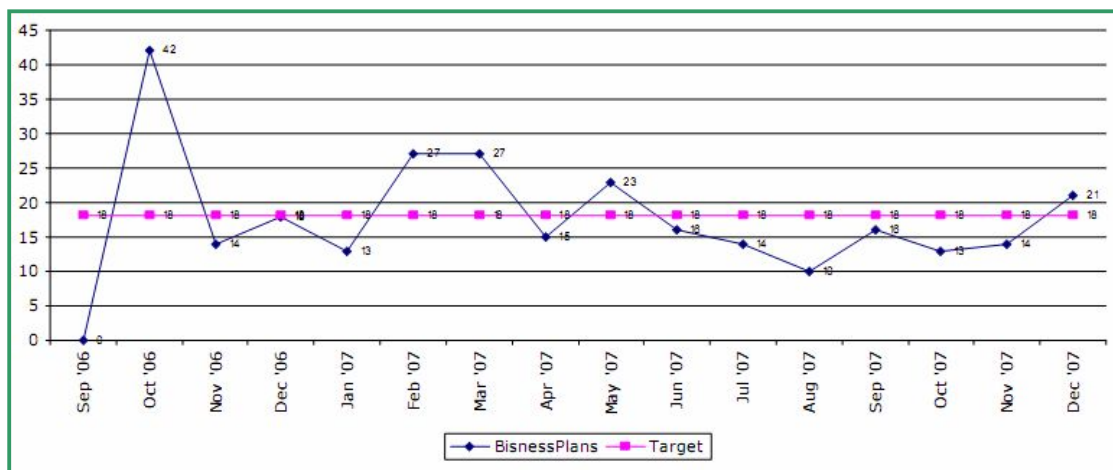
resources. Overall, 220 RB have received financing/credits from the PFI

and 8 of tem are still implementing the investment plan, with operational activity to be started subsequently.



Manufacture of wearing apparel, Glodeni

Chart RBD 2. Number of businesses with final business plans with DA assistance



The total business investments of these 217 businesses amounted to 5.7 mil. \$. Thus, the average investment made by operational businesses by December 31, 2007 is 26 000 \$.

If referring to the amounts of credits disbursed to 220 RB, they are totaling a 3.6 mil. \$, that have been supplemented by the beneficiaries contribution in amount of apr. 3 mil. \$. Thus, the average loan disbursed to RB is 16 000 \$. This is confirming somehow the status of small business of the RB created with the support of the RISP, the target group of the project being reached.

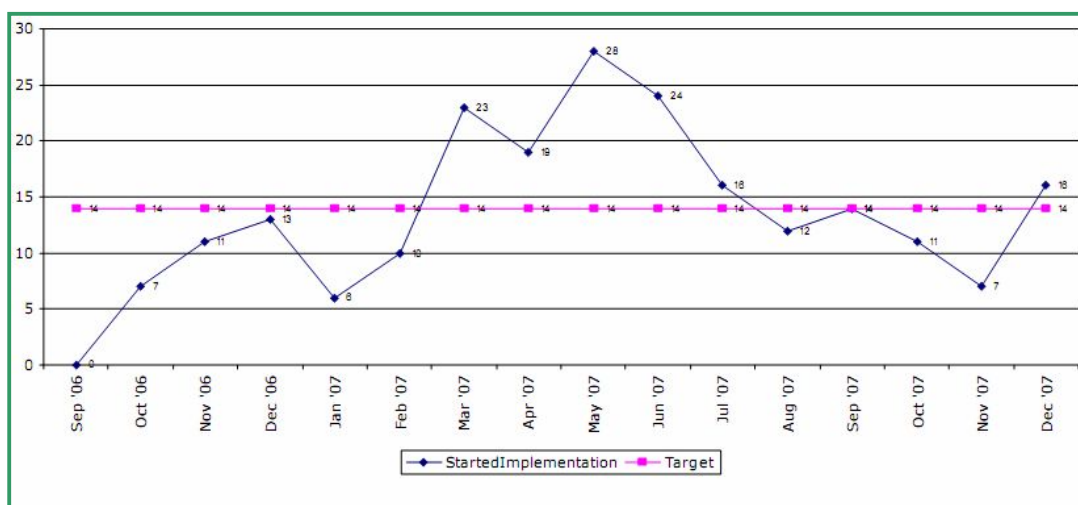


Milk collection and selling, v. Ciuciulea, Glodeni

MEGA has assisted in the creation of most of the RBS so far (83), followed by CDR (56). For ACA and CCA this figure is 43 and 34 respectively.

Out of 217 businesses created, 204 are individual businesses, which represents approximately 94% and only 13 RB are group businesses. To this end, group businesses were considered businesses with 3 and more founders. This indicator, compared with the one from the 2006, is showing an increase of the individual owned businesses versus group ones.

Chart RBD 3. Number of businesses started implementing business plan



The legal form of the businesses that commenced implementation of their business plan is mostly Limited Liability Company (82 RB) or Sole Proprietorship (78 RB). These two types of businesses represent a 73% from the total/ operational RB. They are followed by peasant farms (45) or about 20% from the total. There is one single cooperative and 10 patent holders. As mentioned in previous reports, the number of Patent holders is lessening as the State policy that is to limit this type of business organization, and replacing it with other types.

The structure by the type of business, which started their operational activity, is presented in Table RBD 2. The table below shows a big share of businesses being non-agricultural (70%), which is matching with one of the project trigger to have at least 1/3 of all new businesses created engaged in off-farm activities.

From the agricultural businesses (a total of 64), those with livestock production and crop production have the greatest weight, with a total of 56 RB. The chart in the Annex RBD 22 is showing a more simplified breakdown of Rural Businesses by type of activity. As we can see, the categories of non-agriculture businesses are food processing (6.5%), transport (12%), other services (6%). Almost half of the manufacturing companies are food processing companies (43%), followed by manufacture of other non-metal products (18%) and wood processing (12%), etc. It is to be mentioned that the share of the RB involved in retail trade has decreases considerably, from 39% in the first quarter of 2007, down to 16% in the forth quarter. This is representing a positive trend, as during the last two Missions of the World Bank team as well as at the CAPMU Supervisory Board meeting the agreement has reached towards the making efforts as to minimize the share of retail businesses, and setting a maximum limit for them at 20% from the total. As of December 31st,

2007, RISP is registering a 4% of the RB involved in wholesale trade and 16% - retail trade.

A quarter of rural businesses being involved in retail trade can be explained by rather small investments needed for this specific activity compared with production or agricultural and non-agricultural services. And on the other hand, Moldovan rural population is still facing the problem of lacking collateral when starting businesses that require attracting capital from the financial institutions. This problem is main one mentioned by the DAs in their quarterly reports.

Table RBD 2. Structure of RB by type of activity

<i>Type of business</i>	<i>No.</i>	<i>%</i>
Agriculture		
<i>Agricultural service activities</i>	8	3.7
<i>Crops production</i>	31	14.3
<i>Livestock production</i>	25	11.5
Sub-total Agriculture	64	29.5
Non-Agriculture		
<i>Fishing</i>	2	0.9
<i>Manufacture of food products and beverages</i>	14	6.5
<i>Manufacture of wearing apparel</i>	2	0.9
<i>Manufacture of wood and wood products</i>	4	1.8
<i>Manufacture of rubber and plastic products</i>	1	0.5
<i>Manufacture of other non-metallic mineral</i>	6	2.8
<i>Manufacture of fabricated metal products</i>	1	0.5
<i>Manufacture of electrical machinery and apparatus</i>	1	0.5
<i>Manufacture of furniture</i>	4	1.8
<i>Construction</i>	1	0.5
<i>Retail trade</i>	36	16.6
<i>Sale, maintenance and repair of motor vehicles</i>	13	6.0
<i>Wholesale trade and commission trade</i>	9	4.1
<i>Hotels and restaurants</i>	9	4.1
<i>Land transport</i>	26	12.0
<i>Post and telecommunications</i>	3	1.4
<i>Supporting and auxiliary transport activities</i>	1	0.5
<i>Other service activities</i>	13	6.0
<i>Health and social work</i>	1	0.5
<i>Recreational, cultural and sporting activities</i>	6	2.8
Sub-total Non-agriculture	153	70.5
<u>TOTAL</u>	<u>217</u>	<u>100.0</u>

FINANCING OF RURAL BUSINESSES

In the forth quarter of 2007 the DAs have signed 58 Service Agreements with the beneficiaries. So far 254 credit applications were submitted to Financial Institutions

and 220 credits were already disbursed. 146 out of the credits disbursed are provided from the RISP funds, 74 projects are financed from other sources.

As was mentioned above, 217 beneficiaries from the total number of contracts have started the implementation of their Business Plans, elaborated in a joint effort with the DOs. In 5 cases out of 217, the beneficiaries are starting the implementation of their projects from their own sources, eventually considering accessing a loan at a later stage.

The 217 businesses are located in all rayons but Anenii Noi. The maximum number of businesses is in UTAG (28 RBs), followed by Cahul, Edinet, Drochia and Orhei with 19, 16, 12 and 11 RB respectively. These rayons host more than 40% of businesses created so far. If comparing regions by value of disbursed credits, then UTAG is the first on the list with over 4.3 million lei disbursed is followed by Drochia with over 3.6 million lei and then Orhei with 2,65 million lei.



Production of furniture, Sarata Noua, Falesti,

It should be mentioned that 178 out of 217 operational businesses have already started to generate revenues. Also, 146 businesses were financed from RISP funds, 74 from other sources and 5 started implementation of the business plans from their own resources. These 217 businesses created 736 jobs, which results in an average of 3-4 jobs per RB.

The following table is showing the breakdown of the service agreements by the level of access to the financial resources:

Service agreements signed	312
Credit applications submitted	254
Loans disbursed	220
RISP loans	146
Loans provided from other sources	74
Credit applications still being assessed by PFI	6
Credit applications rejected or withdrawn	26
Loans approved but not disbursed	2

If comparing the efforts of DAs in financial brokerage, we can mention MEGA with 83 credits disbursed each so far, CDR – 58, ACA – 45 and CCA - 34.

MANAGEMENT INFORMATION SYSTEM AND M&E

The analysis of the progress in the implementation of the RBD Component is managed by means of the database application. The DAs were provided with the application files from the beginning of their assignment. The functionality of the database includes data integrity check and the generation of the progress reports.

On a monthly basis CAPMU is receiving the updated database files from the DAs and the information regarding the credits disbursed within the Rural Finance Component from the Credit Line Directorate (CLD). The information is crosschecked with the DAs and the CLD.

CAPMU is regularly maintaining and updating the database, providing a more enhanced functionality, both for the DAs and the generation of reports.

An application for the Credit Line Directorate was developed in July. The application was submitted to the CLD in the second half of July. The person responsible for this application at CLD was trained to use it. The application is functional for data introduction, verification of accuracy of introduced data, generating reports and diagrams and managing information on monitoring carried out by CLD staff. The application will smooth the process of introducing data, the transfer of data between CLD and CAPMU as well as reporting, including quarterly reporting, to the World Bank. But, in order for this application to operate efficiently, CLD should make sure that the person responsible for this application will become an expert in Access data bases, and CAPMU will provide necessary assistance as requested.

Rural businesses established with the assistance of the project are monitored both by DAs and CAPMU. Development Agencies are in charge of carrying out monitoring visits to verify the performance of businesses created as compared to a set of indicators, which proved to be very useful during the first phase of the project. Thus, the frequency of monitoring visits depends on the risk category assigned by DAs to each business as a result of the last monitoring visit. Therefore, businesses in the low risk category are monitored after 6 months from the last visit, those in the high risk category – in two weeks from the last visit, etc. In the annex RBD 4a one may see the structure of businesses by risk categories. A set of indicators are collected in order to record data on employees, average salary by gender or age, average salary before project participation, etc. (Annex RBD 4a)

When visiting revenue generating rural business, DA consultants also collect financial data on the business such as sales, profit margin, taxes and fees, VAT, etc.

In annex RBD 4a cumulative data on employment and taxes and fees paid are presented.

CAPMU is monitoring DAs by regularly and randomly organizing monitoring visits to RBs created with the support of all DA consultants. The goal of these visits, in addition to assessing created businesses, is to estimate the quality of assistance provided by DA consultants, especially, post-creation assistance, but also the accuracy of eligibility criteria for project participation.

POST-CRATION SUPPORT TO RBS

All four DAs have already started the post-creation support for the Rural Businesses created. In the forth quarter of 2007 35 RBs have received post-creation assistance from the DAs. The total number of businesses involved in DAs post creation support is 178 out of 217 operational, each receiving 1 to 4 days of support depending on the necessity. So, 82% of the Rural Businesses that commenced their



Producerea articolelor din palcaj, Causeni

operational activity have already asked for the assistance. Most of the support has been provided by MEGA with 283 days of post-creation so far. CDR and CCA have provided 109 and 82 days respectively, and ACA - 28.

The breakdown of the post-creation support delivered to RBs by category is as follows:

<i>The category of the services</i>	<i>Nr. of days</i>				
	<i>ACA</i>	<i>CCA</i>	<i>CDR</i>	<i>MEGA</i>	<i>TOTAL</i>
<i>Legal issues</i>	6	38	25	67	136
<i>Finance/accounting</i>	12	11	36	65	124
<i>Management</i>	4	16	23	57	100
<i>Marketing/sales</i>	6	15	13	82	116
<i>Technologic issues</i>	0	2	12	12	26
<i>Total</i>	28	82	109	283	502

As shown in table above, out of 502 consulting days, 283 have been provided by MEGA, representing more than 50% of the total. Four categories are most requested,

with an approximate equal distribution: legal issues, finance and accounting, management and sales and marketing with 136, 124, 100 and 116 days respectively. The technological area was required for only 26 post-creation assistance day. It could be assumed that such a small number of days of technological support is not the result of low demand from beneficiaries, but more due to the specialization of development officers in 4 broad areas, but less in the technological one. In fact, technological assistance and support is excellently provided by ACSA network.

ENVIRONMETAL TRAINING

In May – June 2007 CAPMU has initiated a series of environmetal trening for the development officers as well as for PFI credit officers. The training had the aim to inform the stakeholders of the credit system in Moldova, and especially those involved with RISP procedures, about the possible impacts of the rural business diverse range of activities on the environment. Moreover, the training was to help participants identify the mitigation measures for those impacts, based on specific examples of RB created with the support of the project in the first phase.

The training has been organized by BIOTICA ecological society. A total of 10 gropus of particiants have been trained over a period of 3 days each group. The topics covered by the training included, interalia, the following:

- Main impacts on water and land
- Use of pastures and their pollution
- Specific ienvironemtal impacts
- National ecological legislation: Agriculture and busienss sector
- World Bank environemtal policy: environmental guidelines
- Obtaining permissions for ceratin business activities

A total of 108 participants attained the trening sessions, including representatives of CAPMU, DA, PFI and DLC. All participants have received handouts containing legislation packages with laws and resolutions on environment, a guide for evaluating a anking the level of risk of the business activity (A, B or C), as well as a Reference Manual on Environmental Assesment of the sub-projects within RISP.

Thus, the development officers have now a increased capacity to describe the possible environmentyal impacts o in the business plan, and actually provide help and advice also for the PFI staff.

RURAL FINANCE COMPONENT

CREDIT LINE IMPLEMENTATION PROGRESS

Loan IDA nr. 4157 MD, Credit Line – 7 904 000 SDR (cumulative dates)

General information. With a view to implement the Credit Line (CL) of the Project for financing and development of eligible small and medium rural enterprises, on 31.12.2007 Credit Line Directorate (CLD) disbursed to the PFIs subsidiary loans amounting to **63.79** million lei and **433.6** thousands US Dollars. These funds were allocated to finance 160 eligible sub-loans approved in the total amount of **81.02** millions lei and **542** thousands US Dollars.

According to the PFI's information the contribution of the beneficiaries for the implementation of the sub-loans constitutes about 65.13 million lei or 40.25% to the total amount of the sub-loans minimum requirement being up to 20%. The total estimative cost of the approved sub-loans that includes the beneficiary's contribution, co-financing of the PFI and the loan from DLC from the LC resources constitutes 161.82 millions lei.

Disbursement of funds from the CL and its assimilation by PFIs constitutes 46.06% from the total equivalent in MDL; the share of the amount approved to be financed constitutes 58.45%. The ratio of the disbursed amount to the approved amount of the sub-loans constitutes 78.81%.

The total amount reimbursed by the PFIs constitutes 1098.75 thousands lei and 35.36 thousands US Dollars that constitutes 1.72% and 8.15% of the disbursed amount respectively.

Interest rates for financing. The CLD interest rates for the Credit Line's resources for PFIs for the respective interest period are the following:

Interest period	MDL	USD
01.02.06 – 30.07.06	12,45 %	
01.08.06 – 31.01.07	11,00 %	6,55 %
01.02.07 – 31.07.07	14,05 %	6,37 %
01.08.07 – 31.01.08	11,77 %	6,38 %

The average commercial interest for financing the final beneficiaries applied by PFIs to the sub-loans in lei (including the banks margin) constitutes 17.80% having a

range from 15% to 20.5%, and for the USD - 11.11% having a range between 10.5% and 11.5% respectively.

Participating Financial Institutions. The following 7 local intermediary banks activate within the Project:

1. MoldovaAgroindbank,
2. Fincombank,
3. Moldindconbank,
4. Victoriabank,
5. Mobiasbanca,
6. Banca Sociala,
7. Banca de Economii.

Information regarding the sub-loans approved, disbursements and the share of the amount disbursed:

PFI	Number of the approved loans	Disbursed in million lei	The share of the amount disbursed, %
MoldovaAgroindbank	49	14,06	20,35%
Fincombank	51	26,08	37,74%
Moldindconbank	21	10,45	15,12%
Victoriabank	19	8,09	11,71%
Mobiasbanca	16	8,42	12,19%
Banca Sociala	4	2,00	2,89%
Banca de Economii	0	0	0
Total	160	69,10	100%

Fincombank (FCB) is the most active bank that approved 51 sub-loans and provided 48 sub-loans, being followed by MoldovaAgroindbank (MAIB) with 49 sub-loans approved and disbursed. Victoriabank (VB) approved and disbursed 19 sub-loans, Moldindconbank (MICB) – 21 sub-loans approved and 19 disbursed, Mobiasbanca - 16 sub-loans approved and disbursed, Banca Sociala - 4 sub-loans approved and disbursed. Banca de Economii didn't begin the financing yet from the CL.

Fincombank has the largest share of the disbursed resources in the total amount of 26.08 million lei (equivalent of the 2.12¹ million US Dollars), followed by MoldovaAgroindbank in the total amount of 14.06 million lei (1.15 million US Dollars).

¹ Exchange rate US\$ / MDL 12.3

In turn, Moldindconbank disbursed 10.45 million lei (0.85 million US Dollars), Mobiasbanca - 8.42 million lei (0.68 million US Dollars), Victoriabank – 8.09 million lei (0.66 million US Dollars) and Banca Sociala – 2.0 million lei (0.16 million US Dollars). The exchange rate US\$/ MDL is 12.3.

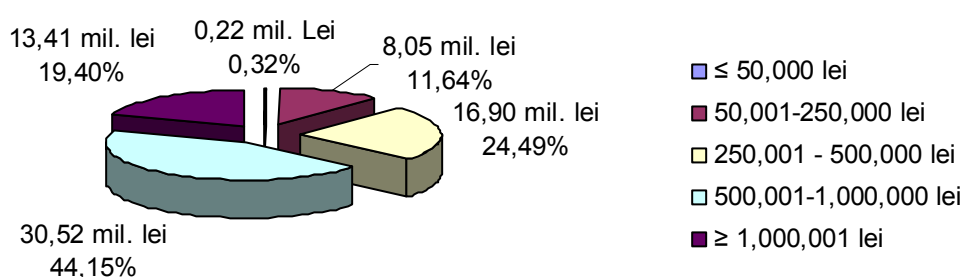
Out of the total number of 160 sub-loans approved 152 sub-loans were approved in MDL and just 8 sub-loans in USD; this fact denotes a prudent approach of the foreign exchange rate risk by the beneficiaries, who, as a rule, does not have incomes in foreign currency from the export of production.

The structure of PFIs disbursed sub-loans by size:

Value	Nr. of loans	Amount (mil. lei)
< 50,000 lei	6	0.22
50,000 – 250,000 lei	55	8.05
250,000 – 500,000 lei	47	16.90
500,000 – 1,000,000 lei	40	30.52
> 1,000,000 lei	12	13.41

The average sub-loan size approved constitutes about 548 thousands lei (or equivalent of 44.6 thousands USD), but the average sub-loan size disbursed constitutes about 432.0 thousands lei (equivalent of 35.12 thousands USD).

The structure of sub-loans disbursed by size



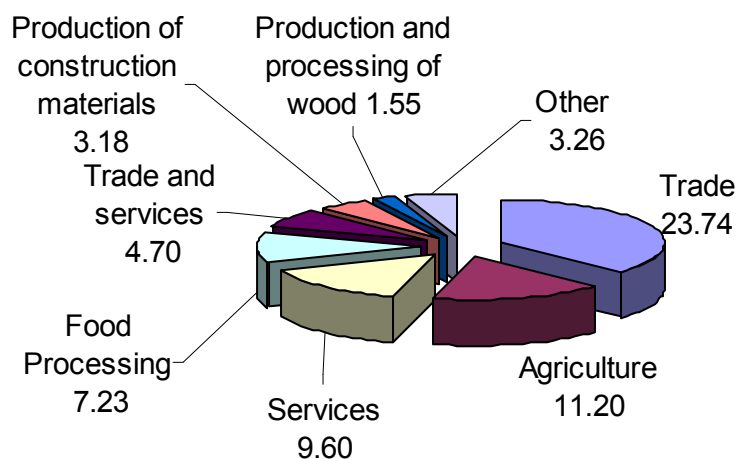
The average loan size provided by MoldovaAgroindbank constitutes 271 thousands lei (22 thousands US \$), which is the lowest one as compared to the average loans size of other participating banks, demonstrating the bank's efforts in reaching the Project's target to finance small beneficiaries. Fincombank shows an average of 511 thousands MDL that constitutes 41,5 thousands US\$, Victoriabank – 426 thousands lei (35 thousands US\$), Mobiasbanca - 526 thousands lei (43 thousands US\$),

Moldindconbank - 497 thousands lei (40 thousands US\$), Banca Sociala – 500 thousands lei (41 thousands US\$).

The distribution by the branches of national economy:

Branches of the national economy	Number of sub-loans	Amount (mil. lei)	%
Trade	56	23.71	34.31
Agriculture	33	11.20	16.21
Services	26	11.79	17.06
Food processing	16	7.33	10.61
Trade and services	9	5.12	7.41
Production of construction materials	6	3.18	4.60
Production and processing of wood	6	1.55	2.24
Other	8	5.22	7.55
Total	160	69.10	100.00

Breakdown of sub-loans by branches of the national economy (mil lei)



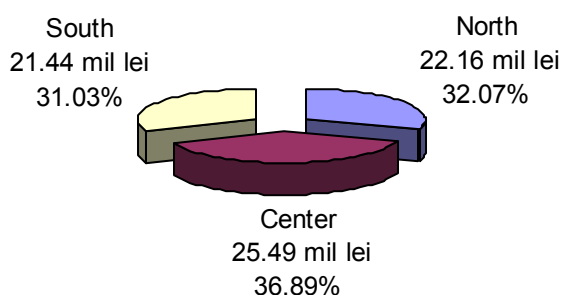
The maturity of sub-loans.

Maturity of sub-loans	Number of sub-loans approved	Amount (mil. lei)	%
≤ 1 year	0	0	0
1 – 3 years	23	3,35	4,85
3 – 5 years	89	35,95	52,03
5 – 7 years	30	21,08	30,51
≥ 7 years	18	8,72	12,61

The biggest share of sub-loans – 52.03% are provided by PFIs for medium term (MT) of 3 - 5 years, 30.49% of sub-loans - for long term (LT) having maturity between 5 - 7 years, 12.61% of sub-loans - for long term (LT) with maturity higher than 7 years (i.e., from 7 to 15 years). Just 4.85% of sub-loans granted for short term (ST) from 1 to 3 years, the fact that shows the availability of PFIs own credit resources for short term.

The distribution of sub-loans by the country region². The financed sub-loans cover all the country regions, with a relatively uniform distribution by number of sub-loans financed. The most active are the central regions of the country having a share of 36.89% (25.49 million lei) out of the total number of sub-loans. The northern part of the country covers 32.07% out of the total number of sub-loans (22.16 million lei), and 31.03% of sub-loans are financed in the southern region of the country (21.44 million lei).

The structure of sub-loans disbursed by the country regions in mil. lei and %



² Distribution of rayons by region is as follows: **North:** Riscani, Rezina, Drochia, Donduseni, Edinet, Soroca, Glodeni, Telenesti, Briceni, Balti, Singerei, Soldanesti, Floresti; **Center:** Orhei, Ungheni, Nisporeni, Anenii-Noi, Dubasari, Criuleni; **South:** Cahul, Vulcanesti, Taraclia, Comrat, Ceadir-Lunga, Hincesti, Leova, Causeni, Stefan-Voda, Cantemir, Cimislia.

Distribution of sub-loans by rayons:

Nr.	Name of rayon	Number of sub-loans	Amount of sub-loans (thousand lei)
1	Anenii-Noi	2	1187.20
2	Basarabasca	-	-
3	Briceni	2	704.00
4	Cahul	6	3540.00
5	Cantemir	-	-
6	Calaras	4	2292.00
7	Causeni	3	2112.80
8	Cimislia	2	1120.00
9	Criuleni	1	528.00
10	Donduseni	3	1704.00
11	Drochia	11	5655.20
12	Dubasari	1	40.00
13	Edinet	7	2978.70
14	Falesti	5	1837.20
15	Floresti	1	96.00
16	Glodeni	3	809.70
17	Hancesti	2	1072.00
18	Ialoveni	8	4630.40
19	Leova	1	968.00
20	Nisporeni	3	832.00
21	Ocnita	-	-
22	Orhei	6	2064.00
23	Rezina	8	3194.70
24	Riscani	17	3746.40
25	Sangerei	2	380.80
26	Soroca	-	-
27	Straseni	4	1798.40
28	Soldanesti	4	1056.00
29	Stefan Voda	-	-
30	Taraclia	11	2382.70
31	Telenesti	1	152.00
32	Ungheni	17	9021.00
33	Mun. Chisinau	3	1880.00
34	UTA Gagauzia	22	11318.30

Financing of first-time borrowers. One of the project objectives is to increase access to finance rural areas, thus it is required that minimum 30% of the Credit Line resources are provided to the first-time borrowers that didn't benefit from the formal financial sector. According to the information of the PFIs presented so far, **47.5%** of

the credit line recourses are provided to the first-time borrowers, which have no previous experience of borrowing from the formal finance sector.

The other objectives. Another Project objective is creation of the new working places in the rural area; so, with the Project financing contribution for the sub-loans financed until now will be created about **988** new working places. It is important to mention the participation of the women in the establishment of the business in the rural area. Therefore, **37.5%** of the managers of sub-loans financed are women.

Monitoring of sub-loans. With the view to PFIs fulfillment of Subsidiary Loan Agreements conditions within the RISP Project and use of resources according to the designated destination by beneficiaries, CLD monitored 90 (55%) of sub-loans out of which 63 (or 43%) sub-loans were visited on site. Within monitoring of MoldovaAgroindbank 17 sub-loans were selectively chosen, monitored and visited on site. At Fincombank were verified 32 files out of which 19 were visited on site. At Victoriabank 14 files were monitored and 9 were visited on site, at Mobiasbanca 13 sub-loans were monitored and visited on site. At Moldindconbank were examined 11 files and 9 sub-loans were visited on site. At Banca Sociala 3 sub-loans were monitored and visited on site.

As a result of PFIs monitoring it was ascertained that not all the beneficiaries carry out the procurement procedures correctly. The disbursements of the credit resources by PFIs to the beneficiaries in some cases were delayed. Moreover, in some cases the environmental review forms weren't completed properly, and in some cases the environmental risk category wasn't attributed correctly. In most cases the risk category C was attributed, which doesn't require taking mitigation measures, while the risk category was B. Some PFIs didn't have the roll-over accounts, in this way not respecting the art.13 of the Rural Investments Guidelines (RIG) regarding the continuous evidence of the funds accumulated and not utilized by PFIs for a continuous period of 3 months. The PFIs were informed regarding the monitoring results.

Loan Evidence. With a view of ensuring the fulfillment of the requirements stipulated by the Law of the Republic of Moldova nr. 419-XVI dated 22.12.2006 „On the public debt, guarantees and public refinancing”, for maintenance of the Public register on the public refinancing ensuring monitoring and control of the participating parties in refinancing from the public loan funds, likewise the organization of the evidence of reflow loans granted to the financial intermediaries, CLD makes accounting in separate analytical accounts opened in accordance with our

Accounting Policies for the year 2007. In order to avoid the risks, CLD accounts are maintained in the National Bank of Moldova.

Daily accounting is made for all the entrances and withdrawals in and out of the analytical accounts (with the distribution by loan currency); also the availability of MDL and foreign currencies amounts is verified in CLD's accounts. At the end of each quarter the generalization of all the economical-financial operations is made by CLD for all the operations that were made during the quarter in the synthetic accounts by creating all the reports related to the CLD's activity (including the balance sheet) in accordance with the National Accounting Standards.

The reports on the refinancing resources of the CL and the balance of the PFIs debt are presented quarterly to the Ministry of Finance.

**Information regarding the disbursements and balance of PFIs within the RISP II
as of 31.12.07**

Name of PFI	Currency	Amount approved	Amount disbursed	Amount reimbursed	% reimb.	Balance (debt)
MoldovaAgroindbank	MDL	17610200.00	14062560.00	0.00	0.00	14062560.00
Fincombank	MDL	30466844.00	23976511.00	8755.00	0.04	23967756.00
	\$	214000.00	171200.00	0.00	0.00	171200.00
Victoriabank	MDL	8985000.00	7108000.00	0.00	0.00	7108000.00
	\$	100000.00	80000.00	0.00	0.00	80000.00
Banca Sociala	MDL	2500000.00	2000000.00	18000.00	0.90	1982000.00
Moldindconbank	MDL	11916500.00	8991000.00	0.00	0.00	8991000.00
	\$	148000.00	118400.00	0.00	0.00	118400.00
Mobiasbanca	MDL	9537520.00	7630016.00	1072000.00	14.05	6558016.00
	\$	80000.00	64000.00	35360.00	55.25	28640.00
Banca de Economii	MDL	0.00	0.00	0.00	0.00	0.00
31.12.2007		81016064.00	63768087.00	1098755.00		62669332.00
		542000.00	433600.00	35360.00		398240.00

Report Elaboration. In accordance with the conditions of the Rural Investments Guidelines, PFIs present to the CLD quarterly progress reports: (i) Report regarding the Quality of the sub-loans Portfolio, (ii) Report regarding the Entrance and Use of the funds from the roll-over account, (iii) Report regarding the financing of new eligible sub-loans from the roll-over account in accordance with the reporting form established by CLD and approved by World Bank.

Furthermore, CLD elaborated a number of analytical reports regarding the use of the funds within the Project (Report on the disbursement and the balance of PFIs debt, Report on the revolving funds disbursement and balance of PFIs debt, Report of

evidence of the approved sub-loans, Report of evidence of the disbursements made, The list of the sub-loans monitored, Consolidated reimbursement schedule of the principal amount, Interest rates graphics).

Financing of revolving funds accumulated from the principal amount and interest reimbursement. With a view to ensure the continuity of the durable realizations of the Project, following the accumulation of the interest and the reimbursement of the principal amount by PFIs, the revolving funds were formed and accumulated at the CLD accounts in NBM. Refinancing of the accumulated funds will be done at similar conditions of Project's CL. Beginning October 26, 2007 3 sub-loans amounting to 4 575 thousands lei (equivalent of 372 thousands USD) were financed from the revolving funds. The average maturity of the granted loans is 8.3 years. The average interest rate applied by the PFI to the final beneficiaries constitutes 16.44% including bank's margin. All the sub-loans financed from the revolving funds are situated in the southern part of the country. Out of 3 sub-loans, 2 were allocated to the services branch and 1 - to trade sector.

Institutional capacities development for rural finance system.

Within the part C2 of the Project „Institutional capacities development for rural finance system” CLD in collaboration with CAPMU organized training for the PFIs employees for strengthening the institutional capacities for improvement of the credit procedures of the investments projects, projects in agriculture and financial leasing. Following the first round of training, 14 persons were trained from PFIs (i.e., from Fincombank and Victoriabank) and CLD. The next round of training is planned to take place on February 18, 2008.

Conclusions and Proposals. PFIs mentioned several times that the 100 thousand USD limit for a sub-loan is insufficient and doesn't correspond to the beneficiaries demand.

Regarding the procurement procedures of the goods and services in accordance with the local practice – to permit the selection of offers without the necessity of three official proposals' evaluation for contracts having the equivalent less than 10 thousands USD (i.e., goods with well known prices, small local acquisitions, procurement of spare parts for equipment, and prolongation of existing contracts, etc).

With a view to facilitate the development of other branches of the rural sector (i.e., other than trade) and according to the World Bank recommendation, as of August 1, 2007 the financing of the trade sector is not encouraged until the percentage of this sector will diminish to 20% (at the moment it constitutes 40.63 % from the total disbursements out of the CL). In this way the financing of other industrial sectors will increase, and creation of work places in other sectors including agriculture and rural services will be promoted.

STRENGTHNING THE SAVINGS AND CREDIT ASSOCIATIONS INDUSTRY

The objective of this sub-component is to improve the legal, regulatory and supervisory framework of the Savings and Credit Associations (SCA) industry, and provide capacity building to the related institutions, primary the supervisory authority, to ensure their long-term sustainability.

During the reporting period, continued the activities related to improvement of the legal, regulatory and supervisory framework of SCA industry and some new activities on building operational capacity of the new supervisory body were initiated.

IMPROVEMENT OF THE LEGAL, REGULATORY AND SUPERVISORY FRAMEWORK

For the proper execution of the new Law on SCAs, a set of supportive legal documents were required to be developed. The project financed the activity of two local consultants that assisted the specialists of the National Commission of Financial Market (NCFM) to develop these regulations.

A. Regulation on the requirements towards the administrators of savings and credit associations

The Regulation sets the minimum requirements regarding SCA's administrators in order to insure a stable financial administration of associations and, more specifically, minimize the risks of losing members' savings.

The requirements towards SCA's administrators include special requirements regarding the level of qualifications, experience, studies, business reputation, sibling connections, affinity and marriage and are grouped based on the license category held by the association.

The provisions of the Regulation define the manner of confirmation in the position, grounds for rejection of the application for confirmation as well as the

withdrawal of confirmations by the NCFM for persons previously approved in the position of administrators for associations holding B or C licenses and central association(s).

B. Regulation on assessment and approval of SCAs' business plan

Taking into the consideration the fact that the new Law on SCAs stipulates that while applying for the issuance or re-issuance of license, the association has to present to the NCFM for approval its business-plan for the next 3 years of activity, specific common assessment criteria for business-plans were development and integrated into a regulation.

In this way, the regulation establishes the drafting mode, assessment criteria and business plan's approval procedure by the NCFM, being specified the minimal requirements regarding the content, structure and form of the business-plan, as well as regarding technical capacities and some performance indicators for associations which intend to obtain a B license. The identification of the minimal requirements for assessment and approval of business-plans will allow the NCFM to take univocal decisions and development of some realistic prognosis by the associations.

This Regulation has a temporary character and it is intended to be applied until the licensing authority, according to the legislation, will become the NCFM (October 01, 2008). After this date, will be applied the Regulation on licensing of SCAs, that will take over the provisions stipulated in this Regulation.

C. Regulation on issuance of notification for state registration of SCAs, including the model Statutes

The goal of this Regulation is to establish a clear procedure for requiring and issuance of notification for state registration of SCAs, the documents necessary to be attached to the application for issuance of notification, the reasons of rejection of application and the ways of informing of the associations.

D. Regulation on licensing of SCAs

The Regulation includes norms that regulate the procedure of application for and issuance of the license, licensing criteria, including the licensing procedure for central association(s).

The Regulation was drafted for the situation in which the licensing authority is NCFM, and respectfully it could be applied to associations after October 01, 2008.

E. Financial Prudential Norms

This document defines prudential and non-prudential standards for SCAs that will hold A, B or C license and for the central association(s), as follows: requirements on liquidity, assets and liabilities management and the respective policy, loan policy, loan limits and provisions for loan losses, writing-off of compromised loans and interests, transactions with affiliated persons, investments and assets acquired in exchange of loan repayment etc. Also, the Regulation sets out the institutional reserve composition as a capital adequacy standard for A B C SCAs and central association(s), referring to the minimum amounts set up in art. 33 of the Law on SCAs.

F. Draft of amendments to the National Accounting Standard 63 and Comments to the NAS 63 and Chart of Accounts for the economic activity of enterprises

The necessity of amendment of the NAS 63 and of the Comments on its application is due to their contradiction to the old Law on SCA nr.1505, the new SCA Law nr. 139, the new Law on Accounting, as well to the actual Financial Prudential Norms, approved in the late 2004 and recently abrogated by the Government.

The Chart of accounts needs to be adjusted to SCAs necessities in recording their operations and preparing financial reports, as well to comply with the Ministry's of Finance general tendency of using a single chart of account by different enterprises and organizations, no matter of their legal form or proprietorship. The proposed amendments provide for change of the name of certain accounts, introduction of new accounts of different classes accompanied by methodology on their use.

G. Draft Decision of the MoF amending the Decision on approval and use of Report of SCA on complying with the Financial Prudential Norms, no. 25 of 24.02.2006

The necessity of amendment of this document comes out of the new Law and approval by the NCFM in the near future of the new Financial Prudential Norms (mentioned above) that will replace the old Financial Prudential Norms, approved by Government on June 28, 2004.

This draft sets out clear rules on filling in the above mentioned report, and describes the way of calculation of indicators defined by the Financial Prudential Norms.

H. Regulation on opening of branches and representative offices of SCAs

This Regulation is in compliance with the new SCA Law and is intended to develop the legal framework of SCAs activity by setting out procedures for opening of branches and representative offices of SCAs, and will be applied both to new branches and representative offices and to new SCAs established after reorganization.

I. Instruction on approval of SCA investment in securities of commercial entities

The draft stipulates the procedures for application, examination and approval of the decision authorizing investments in commercial entities and the method of informing the SCA about the taken decision.

SUPPORT TO THE NATIONAL COMMISSION OF FINANCIAL MARKET

During their assignment the consultants assisted the specialists of the NCFM on other aspects related to legal, regulatory and supervisory framework of SCAs, including examination and development of proposals, comments and objectives to other laws and regulations and also advised the specialists on various aspects related to their day-to-day work.

SAVINGS AND CREDIT ASSOCIATIONS' INVOLVEMENT IN MEDIUM AND LONG-TERM INVESTMENT LENDING (A PROJECT FINANCED BY THE SWISS AGENCY FOR DEVELOPMENT AND COOPERATION SDC)

INTRODUCTION

The training project to support SCAs was implemented according to the Terms of Reference under the Contract signed on June 29, 2005 between Swiss Agency for Development and Cooperation (SDC) represented by the Cooperation office in Chisinau, Consolidated Agricultural Projects Management Unit (CAPMU) and Rural Development Centre NGO (RDC) concerning the granting of a contribution to the Project "Savings and Credit Associations' involvement in medium and long-term lending". These activities were implemented by RDC during the period of time between July 01, 2005 and July 01, 2007 with an extension till August 31, 2007.

SCOPE OF WORK

The primary objective of the project is to improve significantly the access of the poor rural population to medium and long-term investment funds and permanent working capital. The project is also to contribute directly to the improvement of the institutional capacity of Savings and Credit Associations (SCAs) and to strengthen, thus, the rural microfinance system, build up capital assets in rural areas; contribute to poverty alleviation and overall development of the rural sector.

The specific objectives of the project are to improve the overall financial sustainability of SCAs and increase the efficiency of SCA loan portfolios by their diversification. It was foreseen to provide training to managers and employees of 200 strongest SCAs in the network. The training is focused on analyzing the financial situation and performance of SCAs, developing savings and loan products which would improve the seasonality of the SCA loan portfolio, as well as contribute to increasing operational flows in SCAs. The training should also cater for more diverse member needs than what SCAs currently serve.

A training program was therefore developed and included the following topics:

- understanding of the SCA financial position
- business planning in SCAs
- new product development, including portfolio diversification
- marketing of SCA services
- liquidity and savings management (additionally agreed)

For assistance in the development of training materials, performance of training of trainers to the local trainers, pilot training seminars and monitoring of training delivery, Frankfurt School of Finance & Management (FS) was involved as consultant to the project.

The content of each training module has been developed by FS together with RDC and the local consultants, ensuring that the current issues for the SCAs are addressed. While some of the issues addressed are possible for the SCAs to fully practically apply first in 2008 when the new SCA law is in force (for example development of products currently not allowed for SCAs, or larger scale of marketing campaigns covering larger regions than one village), the main parts of the trainings can be applied directly by the SCAs. A major focus has been laid on practical application already in the seminars.

DEVELOPMENT OF TRAINING MATERIALS

The training materials were developed by Frankfurt School with support from the RDC local experts. In a standardised way, the training materials contained:

- Detailed session guide, functioning as support for the local trainer providing the training to the SCAs. The session guide contains the time plan, a list of media and materials needed to be used for each part of the training. It also outlines delivery methods as well as the main messages for each part of the training.
- Power point presentation/OH slides. The presentation is developed so that it can be used either with Power Point or with OH slides
- Session summary, summarising the training in a reading document. The summary is on the one hand developed as further reading for the participants to refresh their knowledge. On the other hand, it also functions as a support for the local trainers.
- Handouts, such as case studies, check lists etc. The handouts assist the trainer to make the training interactive, participatory and practical.

After the development of the materials from the FS experts, the materials were reviewed and amended by the RDC experts, ensuring a full adjustment to the Moldovan context. All training materials were thereafter translated into Romanian. All training materials are set up according to adult learning best practices, focusing on active participation and practical examples

DIRECT SUPPORT IN FINALISING OF SCAs' BUSINESS PLANS

As mentioned above, besides the training on different topics, the project has provided 200 SCAs with training in development of a business plan. While the training provided a first insight in the need of a proper business plan with short and long term planning, the two day seminar could not be seen as sufficient for the SCAs to independently develop their own business plans, as the absolute majority of the SCAs had no written planning in place.

The 50 strongest SCAs were selected and offered support in writing a simple business plan. Focused lied on developing a plan that on the one hand provided the SCAs with enough information and plans to actually serve as a useful tool, and on the other hand be simple enough to ensure that the SCAs later could independently update the plan.

Each of the selected SCAs were visited at least twice, once for gathering of information and discussions around the plans for the future, and next follow up times to finalise the business plan and explain it for the SCAs.

Of the 50 SCAs, the FS expert was working with 15 SCAs together with the local trainers. A frame for the business plans were set up and the local trainers were coached in how to work with there SCAs. Thereafter, the local trainers finalised the work with the remaining 35 SCAs.

Already during the first steps, it became clear that this support to the SCAs were much needed – while the training had provided them with knowledge on the different steps of setting up a business plan, there was a clear lack of capacities for the actual development of the business plan within the SCAs. The support of the experts, both from FS and RDC, was therefore needed to a larger extent than previously assumed. Also the lack of computer skills among the SCA staff, which also are not used to writing texts, made the work time-consuming. Most of the SCAs needed support both in the analysis and strategic planning as well as the actual writing of the plan, by hand and with computers.

Nevertheless, the business plans were finalised for the SCAs, who much appreciated the possibility to think strategically about their future. These plans will ease the procedure of obtaining the operational license under the new law – each SCA will have to develop its own business plan in order to get the operational license. Supported SCAs have over the project gained more insight into the need of a business plan. Many of them have expressed that they only now realised the importance of having their plans gathered in a document. While many of them have ideas on what they want to achieve in the future, no one had anything in written before starting the project.

The coaching of the local trainers took place mainly through on-the-job training – the local trainers were visiting the SCA together with the FS expert and were thereafter working on the business plans together with the FS expert. In parallel, they worked with the additional 35 SCAs independently and finalised successfully the work.

COACHING AND MONITORING OF LOCAL TRAINERS

At the start of the project in 2005, the local trainer pool had little exposure to interactive training, functioning as facilitators and using the experience of the participants. Instead, most of them were used to a more lecturing style of trainings. FS has therefore ongoing worked with coaching of the local trainers during their trainings.

For the next phase, the 12 strongest trainers among the original 24 were selected to perform the trainings. These trainers were also further coached during the project life time to further develop their training skills. They have participated in the second training methodology seminar.

The coaching and monitoring rather rapidly set a focus on those trainers that needed additional support. By early 2007, all the 12 trainers had reached a high level of training skills – the trainers had during one year made a remarkable improvement in their role as trainers. This can also be seen in the level of independence of the trainers, their own adjustments and ideas for the training materials, and the feedback and active participation of the participants in the training. Due to the high skill level reached by the trainers, the FS expert concluded the coaching already in March 2007. All trainers were provided with a certificate on the course. With these 12 trainers, RDC have an excellent trainer pool that should be used for training and updates of training materials also in the future.

As a part of the set up of this local trainer pool, a set up of standardised training materials were developed. The idea behind the work was to create a set of training material standards for RDC with instructions attached to it. For trainings to be developed by RDC in the future, the materials will be developed according to these standard forms. The package of materials is done in line with the already developed materials and includes session guide, session summary as well as formats for Power Point presentations, handouts and case studies. Additionally, a short instruction gives guidance to the most important issues to consider in the development of training materials. The drafted formats were discussed shortly with the local trainers and were adjusted thereafter to the current needs.

IMPACT AND NEED ASSESSMENT

To see the outcome of the provided trainings, it was agreed with SDC to perform a small impact assessment. To perform an impact assessment only after training has been performed is normally risky in terms of being provided with proper and honest answers from the answering organisations. It is usually difficult for SCA to remember what was done before the training and thereafter. Many might also have a need to show their capacities, overestimating their capacities before the training. This was, for example, seen in the section about business planning, where a majority of the SCAs answered that some sort of business planning was in place already before the training. During the work with the business plans, however, it became clear that none of the participating SCAs had worked with business planning earlier. Any results

therefore have to be taken more as an indicator to how useful the training was for the SCAs than a clear indicator on the impact.

Additionally, the impact assessment was combined with a need assessment to set up a frame for the continuation of the project. The assessment took place in April and May 2007. A separate report on the outcome was presented to SDC.

Methodology:

The assessment was being implemented in three steps:

1) Questionnaire to SCAs

Questionnaire to 30 SCAs (distributed over the regional centres). Focus group was larger SCAs that are expected to expand once the new law is in place.

2) Interviews with SCAs

Direct meetings and interviews with 5 larger SCAs.

Additional direct input from FS Business Planning expert during visits to the SCAs.

3) Meeting with stakeholders

Meeting with stakeholders in the sector - RFC, RDC, SDC and CAPMU. The aim of these meetings was mainly to discuss new steps of the programme.

Outcome:

As mentioned, an impact assessment taking place after the training programme can of course not provide such an accurate result as an impact assessment that takes place already from the beginning of the programme. However, it can show the trends in the SCAs when it comes to the impact of the training programme. Both the questionnaire and the discussions with the SCAs confirmed the importance of the selected topics in the training programme. It also clearly shows that the trainings have had an impact on the SCAs work in the respective topics. It can therefore be concluded that the training programme has provided important input to further strengthen and upgrade the work of the SCAs.

The discussions with the stakeholders confirmed that there is a need for further support to the SCAs in Moldova if they are to remain as organisations also in the future. The new law will force the SCAs that aim to be in the B-type or higher to gradually increase the professionalism of their operations. At the same time, there are at this point no direct plans for support to the SCAs to manage these changes. The World Bank RISP programme will support the set up of the central SCA, and has

also declared that they need to assist SCAs who want to upgrade their operations. However, no concrete plans for such a support seem to exist and the World Bank welcomed the support from SDC in this matter.

From the SCAs themselves, the outspoken needs are much more concrete, focusing on the problems today. One of the main issues that need to be addressed also to ensure a development perspective for the SCAs, is to make them computer literate. It is our experience that this is the most outspoken training demand from SCAs in all informal discussions that has taken place during the last two years in the project. The discussions with the SCAs have also pointed out a need for further support in legal aspects, including proper registration of collateral as well as support during the foreseen organisational changes needed under the new law.

Additionally, the impact assessment shows that while the trainings provided have had an impact on the participating SCAs, they are not enough to ensure that the SCAs are independently managing the issues addressed in the trainings. A follow up with practical support is therefore needed to ensure a more extensive impact of the training programme.

CONCLUSIONS AND LESSONS LEARNED

At the end of this phase, the targets of the period have all been reached. The number of SCAs involved in the project was – 200, total number of persons trained – 600. 50 strongest SCAs have been trained in business planning, liquidity and savings management. As for previous training, the feedback from the participants has been very positive and the training has been seen as useful and necessary. Also the work with the business plans have been very well received as mentioned earlier. It can therefore be concluded that the project has been successfully completed.

RDC now have a well-trained pool of trainers to draw on with strong skills in successful training of adults. Additionally, the developed training material standards can be used by RDC to ensure a standardised library of training materials in the future.

All training materials and trainings conducted have been done with a gender mainstreaming perspective, trying to ensure equal participation between men and women and materials focusing equally on men and women. During the training of trainers, all participants equal participation has been discussed. The coaching of local trainers has partly focused on how to get passive persons active in a group and how to ensure that not one or a few people take over among the participants.

Computer illiteracy: the lack of computer skills among the SCAs creates a severe bottleneck in their future development. When discussing with the SCAs, this has also been the top priority for them for further training. It would be needed to start with computer training in an early stage of the next project phase.

The staff in the SCAs is usually very committed to their work. However, most of them have other work, own farms etc. Therefore their time is limited, which has an impact on their availability. For a more extensive technical assistance programme, we would therefore recommend to let the SCAs interested in support to apply for inclusion in the programme. This would ensure an active participation from all parts.

RECOMMENDATIONS FOR NEXT PHASE

The current actions under the project were strained by the delays in the acceptance of the new SCA law and the law on the mega-regulator. With the new law finally being in place, this will also hopefully lead to changes in the SCA sector, which are vital for the future growth and sustainability of the sector. The changes will, however, require those SCAs who are interested in further expansion to also upgrade their operations and need support in a foreseen set up of branches or mergers with smaller SCAs.

The class-room training programme set up so far has addressed issues of urgency for the SCAs today and has provided a first insight into issue that has so far not been addressed at all by the SCAs. During the now ending phase, the project has also supported the SCAs through direct support/technical assistance to ensure implementation of the knowledge gained in the training. While class room training in shorter seminars can be a good eye-opener for larger numbers of the SCAs, it needs to be complemented with direct on-the-job support in a second step. This will to an even larger extent be needed after the new law is in place.

FS and RDC would therefore, in line with the outcome of the need assessment, suggest a further support to the SCAs through three main activities. The timing of support need to be differentiated between measures that can be started straight away, and those that need to await the new law in place.

1) Computer training

- General computer literacy (Word, Excel, Internet).

Stage 1: class-room training of 200 SCAs

Stage 2: coaching and further training of the 50 strongest SCAs

- Training in more advanced use of computers, including accounting of the 50 strongest SCAs.

The lack of computer literacy is one of the major bottlenecks for continued development of the SCAs. For set up of future branch networks or more advanced analysis tools, it is needed that the SCAs can work with computers.

It is foreseen that this support will be provided by RDC without additional expertise from Frankfurt School.

2) Support in promotion of savings and savings and liquidity management

The provided support at this phase for the development of business plans has shown that the SCAs often need additional support to also fully use the content of the training. We therefore suggest providing the 50 strongest SCAs with direct support in form of experts visiting them to locate problems and find tailor-made solutions for the SCA.

All SCAs should be visited by an expert for review of current procedures, identification of weaknesses and bottlenecks and development of suggestions for improvements/action plan. The division of work should be set up in the same way as the current support in business planning, i.e. the FS expert will work with a smaller part of the SCAs together with the RDC experts. The RDC experts will thereafter provide the remaining SCAs with support independently.

3) Institutional consolidation programme.

The new SCA law will bring new opportunities for SCAs to expand. At the same time, a majority of the SCAs today currently lack the skills to fully address these upcoming issues. It is planned that each SCA under the new law will have to apply to one of the following categories of licenses:

- The A-licensed SCA can only accept physical persons into membership, and can only provide loans to members. The license is limited to one village.
- The B-licensed SCA can accept only physical persons as members, but can provide both loans and savings. The license will be regionally limited.
- The C-licensed SCA can also have legal persons as members and provide all types of financial services. The SCA with a C-license can operate all over the country.

It is clear that when the new law is in place, the stronger SCAs will need support in the merging/take over process. A possible branch network will among others require

the SCAs to look over their operational set up, their loan assessment processes and their reporting. The new law will also give them new opportunities for development of new products and further expansion.

We would therefore opt for the set up of an institutional consolidation programme for the strongest SCAs under the conditions of the new law. The programme should focus on those SCAs that are taking the lead in the consolidation process and therefore can be expected to be the future remaining larger SCAs. We would suggest a project set up where the SCAs actively apply for participation in the programme. Additionally, we would suggest focusing on a smaller number of SCAs and providing more in-depth support. SCAs with the intention to be registered as a “B” under the new law can apply to be included.

A capacity programme of this kind would be more extensive than previous support provided from SDC. It would require more staff, both from FS and RDC: While RDC has a very strong track-record in training, this type of support would be more new for them. Therefore, it would be important to ensure an intensive presence of the FS experts in the beginning of the project, phasing out over the project lifetime.

The support is suggested to include:

Support in organisation and management for merging SCAs, including design of a new organisational structure, set up of branch network, reporting, job descriptions, credit policies and procedures etc.

Support in legal issues, such as changes of the statutes and internal regulations, registration of collateral and loan file documentation.

Training/ On-the-job coaching of SCA staff in analysis of clients, including development of a loan analysis tool.

Direct support/coaching in product development, including marketing measures for the new products.

PILOT LAND RE-PARCELING COMPONENT

GENERAL DATA

The technical assistance / project implementation has been awarded to a consortium of which selection has been finished in June 2007.

The 18 month project period started 1. August, 2007, and the project will finish by 31. January, 2009.

The principal implementing agency of the project is the Ministry of Agriculture and Food Industry (MAFI).

The technical assistance has been awarded to the consortium consisting of:

- *Niras AB*, Sweden, (leading partner),
- *Terra Institute Ltd.*, USA with sub-contractors:
- *ACSA*, National Agency for Rural Development, Moldova,
- *Orbicon A/S*, Denmark

The project was launched during a short pre-project mission of the project manager (PM) and team leader (TL) in the period 1. – 4. July, 2007. The first project mission took place in the period 27. August – 5. September, 2007, with the participation of the PM, TL and international land management expert. The second project mission of the international experts was in the period 7. – 12. October, 2007, where the main project activities were the organization of a project launch workshop in Chisinau, the first project training seminar and the first village workshop. The third project mission was in the period 21.-26. November, 2007, where the main project activities were monitoring of the project implementation and organization of the second training village seminar on screening for environmental impact of the pilots.

According to the Terms of Reference (ToR) the project implementation consists of 17 project activities / tasks (ToR, section F). These are:

1. *Finalize the selection of six pilot communities and ensure that they meet the selection criteria in the ToR (section D).*
2. *In cooperation with MAFI, establish the framework for a project steering committee.*
3. *Assist GOM in identifying international best practice for developing cooperation procedures for the project implementation (between MAFI, other government agencies and local government).*
4. *Develop an overall concept for how data from the land register of the ALRC can be made available for the field work in the pilot locations.*

5. *Establish framework principles to ensure that there are no adverse environmental impact from project activities.*
6. *Develop and carry out a training program.*
7. *Develop a public awareness campaign.*
8. *Assist the pilot communities to establish a local stakeholder committee in each of the project sites, and ensure that they are integrated in the process.*
9. *Review and if necessary revise ownership maps for the baseline situation in each village (prepare Plan 1).*
10. *Conduct preliminary investigations and prepare and disseminate area development plans for each site.*
11. *Develop and put in place an approach for valuation of land in the project areas.*
12. *Prepare and publish draft re-parceling design in each pilot village.*
13. *Prepare final re-parceling plans (Plan 2).*
14. *Develop and apply simplified procedures for registration and implementation of agreements.*
15. *Assist local stakeholders and landowners in registration process and obtaining of new land titles.*
16. *Organize two study tours in one western and one eastern European country with successful experiences in land re-parceling / land consolidation.*
17. *Describe implementation experiences and recommend national level approach.*

A *project implementation plan* has been elaborated during the inception period (Annex Rep 1). This work plan gives the timeline of project activities, staff assignment and reporting.

PROJECT ACTIVITIES IMPLEMENTED DURING THE INCEPTION PERIOD

During the inception period (August – October 2007) the project implementation has been prepared. Main project activity has been activity 1) Finalize the selection of six pilot communities and ensure that they meet the selection criteria in the ToR. In addition project activities 2, 3 and 4, 8 have been implemented together with the preparatory part of activity 6 (training program). Activity 7 (public awareness campaign) has been launched during the inception period and will continue through-out the project period (see the respective sections below). Activity 8 (assist in establishing local stakeholder committee) has been implemented in the six pilot communities during the first village project workshops in October 2007. Finally activity 9 (preparation of ownership map – Plan 1) and activity 10 (Preliminary investigations and preparation of area development plans) were launched at the end of the inception period (during the mission of the international experts in the period 7-12 October, 2007).

The main result of the work during the inception period has been the final selection of six pilot communities and the establishment of the project organization. Further has the inception period provided the necessary knowledge and understanding of context and key issues and resulting adjustments and fine tuning of the project implementation plan.

PROJECT ACTIVITIES

In the following sections of this chapter 3, each of the planned and implemented project activities will be described and explained in details. The main purpose is to turn the proposed approach into operation and provide a practical guide for the implementation with specified roles and contributions for the involved institutions and individuals.

PROJECT ACTIVITY 1: FINALIZATION OF THE SELECTION OF PILOT COMMUNITIES

The selection of 6 very suitable pilot communities was crucial for a successful implementation of the project. This first project activity was started by MAFI before the beginning of the project, 1. August, 2007.

Criteria and process for selection of pilot communities

The Terms of Reference for the project (section D) specifies 15 criteria of importance for the selection of the six pilot communities. These are, not in order of priority:

1. *Existence of family farms with potential for commercial farming and a desire to form contiguous parcels and eventually enlarge the farms..*
2. *Fragmentation of parcels.*
3. *An existing land market (presence of both potential sellers and buyers).*
4. *Current and reliable land price information or a robust alternative for valuing land.*
5. *Public land available (through sales and exchange) to catalyze the process.*
6. *A relatively small number of absentee owners.*
7. *A high level of completion of land reform / privatization and registration of land ownership (on a national level, 85 % of rural properties registration is expected to be completed by summer 2007).*
8. *A relatively high level of satisfaction among local landowners and stakeholders with the privatization process and outcome.*
9. *Few land disputes and no problematic ones.*

10. *Soil with good potential for agricultural production.*
11. *Location within a designated economic growth area of the country (land re-parceling can be linked to other development activities, including locations participating in other RISP-II components).*
12. *Existence of digital cadastral maps and other thematic maps.*
13. *Plans / measures for sustainable local rural development and infrastructure improvement.*
14. *Initiative and commitment from local government, including the willingness and capacity of the Mayoralty Secretary to provide notary services for a reduced fee.*
15. *Potential availability of local expertise in land re-parceling design and land use planning (e.g. former staff of the USAID LPSP project or government Planning Institute for Land Management).*

Prior to the first mission of the project manager and the team leader during 1. – 4. July, 2007, the selection process was started by MAFI. The Council in each raion was during the spring 2007 by MAFI invited to propose each three candidate locations for the pilot communities of the project. According to MAFI, the raions were asked to appoint the candidate communities based on the above mentioned criteria in the ToR. Based on this, a list of 100 candidate communities was elaborated. Subsequently and still prior to the project start, MAFI prepared a so-called “short-list” of 17 villages based on the list of 100 villages / communities. A document was prepared to try to show how these 17 communities meet the selection criteria.

During the July mission of the PM and TL the procedure for the finalization of the selection process was agreed with MAFI (note dated 9. July, 2007, included as Annex Rep 2). The main steps agreed to do before the first official project mission 27. August – 5. September, 2007, were to:

- *Ensure an open and transparent selection process.*
- *Add additional criteria for the selection.*
- *Amend the so-called “short-list” with additional villages from the initial list of the 100 villages in order to be sure to have enough good villages on the shortlist before the final selection.*
- *Collect more detailed information about the short listed villages.*
- *Develop an evaluation method to rate the villages against the criteria.*

- *Visit each of them to validate the collected information and (if necessary) add additional information / description of the situation in the village.*

Additional criteria

The PM and TL together with Mr. O.Horjan and Mr. D.Sevcenco and staff from ACSA (sub-contractor) visited during 3. July, 2007, two of the 17 candidate villages on the first shortlist; Opaci village and Tocuz village, both in Causeni raion, to get first hand information and to validate the collected information on how these villages meet the selection criteria. The team met with the mayor and staff at the Mayor's office in both villages together with the Head of Agricultural and Food Industry Department from raion I. Gluh and local farmers.

During this visit, it became clear to the contractor that it will be necessary to add additional criteria for the selection and also to collect more detailed information on how the short listed villages meet the criteria.

In Tocuz village it turned out that there is an unclear situation in relation to land ownership / use of parcels. During the privatization, the villagers each were allocated one parcel of arable land, one parcel of orchard and one parcel of vineyard. However, the villagers decided to further sub-divide the parcels after species of trees and type of grapes. This has resulted in the present situation where each landowner use 3-4 parcels of orchard (e.g. apple, plum and pear) and 3-4 parcels of vineyard. This was never registered on the cadastral maps and in the land register. Before a land re-parceling project can begin in the village, it would be necessary to register the actual situation with the high degree of fragmentation or alternatively to agree with the villagers that they should go back to using the land parcels which they have the title to. In Tocuz village around 800 hectares are affected by this problem. In relation to the selection of pilot communities, such an unclear situation should be avoided.

The collected information to assess to which degree the 17 already "short-listed" villages meet the selection criteria did not indicate this serious situation. Therefore more detailed information is necessary in form of a short description of the actual situation in relation to unclear ownership to the land parcels .During discussions in Opaci and Tocuz villages, it was confirmed to the contractor that many villages in Moldova are dominated by big corporate farms that use (mainly through lease agreements) from 300 – 2000 hectares or more, often in more than one village. Development of private family farms, which are the main target group of the land re-parceling project, is very difficult in villages dominated by such corporate farms. Therefore an additional selection criteria has been added:

16. Absence of big corporate farms in the village.

Method to rate the proposed villages against the criteria

The contractor has together with MAFI developed an evaluation sheet in order to be able to evaluate to what extent the villages match the now 16 different selection criteria. The candidate villages can score up to 100 points on 11 different issues. For some issues in the interval 0-15 (the most important issues) for other issues in the interval 0-10 and 0-5. The evaluation process has been carried out by the established technical Working group. It has been the intention to make the evaluation as thorough and objective as possible but also taking into consideration that limited time has been available. It was important for both the contractor and MAFI to finalize the selection process during the first official mission of the international experts (August-September 2007) in order to launch the project activities in the field. A note on the evaluation method is included as Annex Rep 2.

Finalization of the selection process

During July and August, the activities agreed on the July mission of the PM and TL were carried out by MAFI together with ACSA. At the beginning of the first official project mission of the international experts on 27. August, 2007, a second shortlist of 20 candidate villages had been prepared by MAFI and ACSA, who also had visited the short listed villages to validate the collected information and to collect further information when necessary. The Technical Working Group of the project met on 29. August 2007 and evaluated the 20 villages short listed with the use of the above mentioned evaluation sheet. During the evaluation process, five villages were excluded from the shortlist, either because of:

- a) a large number of land disputes / geodetic errors;
- b) very large number of absentee owners;
- c) lack of interest and commitment from local government.

The 11 best villages were selected and visited again by the Technical Working Group during four days of the mission. Finally the Technical Working Group made the final evaluation and selected the six best villages on the 4. September 2007 and they were confirmed by Minister A.Gorodenco at a meeting on 5. September, 2007. The selected villages are:

- *Busauca village, Rezina Raion (North)*

- *Sadova village, Calarasi Raion (Central)*
- *Bolduresti village, Nisporeni Raion (Central)*
- *Calmatui village, Hincesti Raion (Central)*
- *Opaci village, Causeni Raion (South)*
- *Baimaclia village, Cantemir Raion (South)*

PROJECT ACTIVITY 2: IN COOPERATION WITH MAFI, ESTABLISH THE FRAMEWORK FOR A PROJECT STEERING COMMITTEE

A high level Project Steering Committee has been established according to Governmental order no. 416 of 17. April, 2007 to ensure a smooth implementation of the project, and to coordinate the interest of the different line ministries. The committee is chaired by Mr. Anatolie Gorodenco, Minister of Agriculture and Food Industry. This high level steering committee has (as of December 2007) not yet met, but the Minister has informed the members about the project and start up of project activities.

To supervise and coordinate the practical project implementation, a Technical Working group has been established by decree of Minister A.Gorodenco (Annex Rep 3). Members of the Technical Working Group are key experts from MAFI, ALRC, CAPMU, ACSA and the contractor. The Working Group is chaired by Mr. Stefan Calancea, former Deputy Minister of Agriculture and Food Industry. The Technical Working Group has met twice during both missions of the international experts in the inception period (August / September and October 2007) and in the period between the missions when it was necessary monthly. The Working group is coordinating the on-going project activities between the contractor and MAFI. The Technical Working Group played a key role during the finalization of the selection of the pilot communities. It is the assessment of the contractor that the establishment of the Technical Working Group will be a very important tool for the ongoing implementation of project activities. Good working relations have been established between MAFI and the contractor during the inception period. The work in the Technical Working Group has contributed considerable to this.

PROJECT ACTIVITY 3: ASSIST GOM IN IDENTIFYING INTERNATIONAL BEST PRACTICE FOR DEVELOPING COOPERATION PROCEDURES FOR THE PROJECT IMPLEMENTATION (BETWEEN MAFI, OTHER GOVERNMENT AGENCIES AND LOCAL GOVERNMENT)

The procedures for cooperation between the major project stakeholders (MAFI, Cadastre Agency and local government) have been identified during the inception period based on experiences from other similar international projects. A number of initiatives have been put forward to ensure a smooth project implementation and cooperation between the main stakeholders.

A high level Project Steering Committee has, as mentioned, been established with representatives from the different relevant government institutions to ensure the overall coordination of the project implementation. The daily work is coordinated through the established Technical Working Group.

A memorandum of understanding for the cooperation between CAPMU, MAFI and the Cadastre Agency has been concluded and the contractor has subsequently signed a contract with the Cadastre Agency for purchase of cadastre data and register information from the SI "Cadastre". At the regional level, the Raion Agricultural Departments have been involved in the selection of the pilot villages. The deputies of these departments are normally responsible for land re-parceling activities in the raion and will act as liaison between the raion administration and the project implementation. Staff from the involved raions is participating in the training seminars.

Support and initiative from the Primaria's office in the six selected villages is crucial for a successful project implementation of the pilot activities in the villages. This has been one of the most important criteria for selection of the villages. To ensure the good cooperation with the Primaria's office in the six villages, the contractor has signed an agreement of cooperation with each of the Primarias. This took place at the project launch workshop in Chisinau on 10. October, 2007. An example of the six identical agreements is included as Annex Rep 4. The agreement specifies the task and responsibilities of both the Primaria's office and the contractor in relation to the project implementation in the village.

A national project office has been established in the MAFI building in Chisinau (room 303) to ensure the daily coordination of activities between MAFI and the contractor. The deputy team

leader, working full time on the project, is based here during the project period together with the project assistant.

In each of the pilot villages, a local project office is established during October – November 2007. These local offices will be the base for the three local team members throughout the project period and serve as a focal point for the project in the village where the villagers, landowners and farmers can get in contact with the project team. The local offices are being equipped with telephone, fax, PC and printer by the contractor.

Also office of the Land Re-parceling Component Coordinator Mr.O.Horjan has been established in the MAFI building in Chisinau (room 311) which was equipped with telephone, PC, INTERNET and printer.

PROJECT ACTIVITY 4: DEVELOP AN OVERALL CONCEPT FOR HOW DATA FROM THE LAND REGISTER OF THE ALRC can be made available for the field work in the pilot locations

The overall concept for making data from the land register available for the project has been developed during the inception period. The Land re-parceling process shall be based on reliable and up to date cadastral information provided by ALRC. A memorandum of cooperation was already concluded between CAPMU, MAFI and ALRC before the start of the project in August 2007 according to which ALRC is obliged to provide the contractor with the required information.

The cadastre agency owns digital cadastral maps in MapInfo format, while registration data are provided in Arc View format. These two formats are not directly compatible to each other. This means that updated information cannot be reflected in both databases automatically. Therefore, identification of the ownership of land parcels will have to be done manually. The contractor (Niras) has in October 2007 signed a contract with ALRC for purchase of cadastral maps (printed and in electronical form) and register information from the land register. These data will be used to prepare ownership maps (Plan 1) for each pilot village.

Cadastral data on pilot locations are available digitally and as a hard copy. Digital maps in MapInfo format and registration records in Excel format is being provided on CDs. Hard copy maps has been printed out for each village separately. The Cadastre Agency has provided the plots of cadastral maps in scale 1:2.000 and plotted in A0 and A1 format. The six pilot villages are covered by 149 cadastral sectors. In total 60-70 maps in A0 and A1 format have been plotted. The land parcels on the maps are

marked by the last 3 digits of the (10 digit) cadastral code as the first 7 digits (raion, zone, massif and sector) are the same for all parcels on one sheet.

PROJECT ACTIVITY 5: ESTABLISH FRAMEWORK PRINCIPLES TO ENSURE THAT THERE ARE NO ADVERSE ENVIRONMENTAL IMPACT FROM PROJECT ACTIVITIES

The main objective of the project is to contribute to the development of the agricultural structures in the pilot sites through reduction of fragmentation of parcels, enlargement of farm sizes and development of the family farms. All countries in Western Europe have been through the same process since the end of World War II. The result in most countries has been agricultural structures that are competitive in a globalizing economy. However, a side-effect in many countries has been a decline in valuable types of nature and loss of biodiversity.

It is very important to avoid that the re-parceling pilots can lead to a similar development in the pilot villages. Framework principles will be established to ensure that there is no adverse environmental impact from project activities. The project activity shall have as an output that the field teams in each village can prepare a brief environmental impact assessment (EIA) as an integrated part of the project activities in the pilot villages. This activity will be implemented together with the elaboration of a community area development plan for each pilot (see project activity 10).

According to the ToR for the project and also the Technical proposal presented by Niras (January 2007) it was foreseen that activity 5 was to be implemented during the inception period. The EIA is closely related to the up-start of the field activities in the six pilot sites, which has not started before at the end of the inception period. Therefore, the activity will be implemented immediately after the inception period between November 2007 and February 2008. An international EIA expert will together with the TL be responsible for the activity that will be carried out by each field team together with project activity 10.

The international EIA expert at the second training seminar in November 2007 provided training and guidelines / checklist for assessment of the environmental impact of project activities. The expert will evaluate and supervise the activities at a second mission scheduled for January 2008.

PROJECT ACTIVITY 6: DEVELOP AND CARRY OUT A TRAINING PROGRAM

A well prepared training program is an essential precondition for successful implementation of land re-parceling projects in six villages in Moldova. According to Terms of Reference (section F) task 6 of the project is to *Develop and carry out a*

program of training for Moldovan counterparts and team members. Again according to Terms of Reference (section G), the training program is supposed to be developed as part of Group 1 activities immediately after the Inception Period. The contractor has however developed the training program already during the Inception Period of the project. This has made it possible to carry out the first training seminar immediately after the recruitment / appointment of the six field teams in October 2007. The first training seminar was held on 10. October, 2007, in connection with the project launch workshop with a total of 70 participants. The second training village seminar on screening for environmental impact of the pilots was held on Chisinau on 23.November, 2007.

The training program is based on international best practice for implementation of land re-parceling / land consolidation pilot projects. The Food and Agriculture Organization of the United Nations (FAO) has prepared training materials for land consolidation pilot project. The training materials (text part and PowerPoint presentations) are based on experiences from land consolidation pilot projects in Lithuania and Armenia prepared by Mr. David Palmer, FAO Land Tenure Service, with assistance from the team leader Mr. Morten Hartvigsen

Concept and target group for training program

It is not the intention of the contractor to carry out a regular training needs assessment (TNA) as part of the project. The reason for this is, that the contractor (Orbicon) has experience in implementation of similar land re-parceling / land consolidation projects and the connected training and capacity building from similar projects in Lithuania, Armenia and Croatia.

The Ministry of Agriculture and Food Industry (MAFI) has expressed an interest in extending the training program to involve not only the directly involved stakeholders and institutions. The background for this is a wish from MAFI to train as many as possible for the planned future scaling up of the pilot activities to a national land re-parceling / land consolidation program.

Two different target groups have thus been identified for the training:

- Staff at institutions and counterparts directly involved in the implementation of the six land re-parceling pilot projects.
- Staff from local and central Government not directly involved in implementation in the six pilot locations (e.g. staff from Raion Agricultural Departments in raions not selected for the pilots, etc).

Training and supervision of directly involved stakeholders and counterparts

The training is carried out through a combination of class room training and on-going supervision of the field teams. The class room training is given by the international experts during 5 training seminars spread over the project period, each time introducing the next activities of the field work.

The main target group for the training program is the six field teams, relevant staff of MAFI, central and local staff of the Agency for Land Relations and Cadastre (ALRC) and local Government (both at raion and village level). It is expected that 40 – 50 people directly involved in project implementation will be trained during the project.

Objectives of training program for directly involved stakeholders and counterparts

The training shall give the field teams and MAFI the necessary skills to implement the pilots. The training will give important contribution to capacity building in the field of land re-parceling / land consolidation and can thus build the basis for a subsequent national program for land re-parceling / consolidation (scaling up based on pilot experiences).

The training seminars will also serve as an important part of teambuilding and dissemination of experiences between the six field teams and the national level experts (both from the contractor and MAFI).

Content of training program for directly involved stakeholders and counterparts

The main basis for the training program will be the FAO training materials mentioned above. The FAO materials consist of 12 units (text part and PowerPoint for each unit):

1. *The general concept of land consolidation pilot projects.*
2. *Selection of a community for the pilot project.*
3. *Public awareness campaigns.*
4. *Inventory of cadastral and registration records at the start of the project ("plan 1").*
5. *Situational analysis and needs assessment.*
6. *Community area development planning.*
7. *Starting negotiations with landowners and other stakeholders.*
8. *Valuation of land parcels.*
9. *Draft re-allotment plan ("plan 2").*
10. *Finalization of re-allotment plan ("plan 2").*
11. *Registration and implementation of the signed agreements of transfer.*

12. Results of the project.

In addition to the FAO materials the following issues will be covered in the class room training:

- 1. The concept of voluntary and market based land re-parcelling*
- 2. Experiences with land re-parcelling / land consolidation in Central and Eastern European countries during the last 15 years.*
- 3. Practical experiences from land consolidation pilot projects in Lithuania, Armenia and Croatia.*
- 4. Western European land consolidation practise.*
- 5. Environmental impact assessment.*

The training materials have been translated into state language.

The class room training will be conducted through 5 training seminars spread over the 18 month project period and each time introducing the up-coming activities of the next period. According to the Project Implementation Plan (Annex Rep 1), the training seminars are tentatively scheduled for:

- 1. Training seminar: October 2007*
- 2. Training seminar: November 2007*
- 3. Training seminar: March 2008*
- 4. Training seminar: August 2008*
- 5. Training seminar: October 2008*

Each seminar (except the first) will include classroom training, practical demonstration (e.g. demonstration of landowner interviews and / or negotiations), and a presentation of the status for the work and experiences from each of the six teams.

PROJECT ACTIVITY 7: DEVELOP A PUBLIC AWARENESS CAMPAIGN

An important component in the initial stages of a land consolidation / re-parceling project is to provide information to a wide range of institutions, stakeholders and individuals about the project concept.

Public awareness campaign during the selection of pilot sites

Information about the project has been an important part of the selection of six good pilot sites. Information about objective of the project, expected outcome, main

principles and selection criteria and process has been given as part of the selection process during meetings with local government (at raion and village level).

Project launch workshop

A project launch workshop was organized on 10. October, 2007, in the MAFI conference hall in Chisinau with around 70 participants from MAFI, Cadastral agency, other Government institutions, the agricultural departments in raions with pilot villages, from the pilot villages and staff of the contractor (including international experts). The purpose of the workshop was officially to launch the project and create awareness about the project concept and expected outcome. The workshop program is included as to this report.

Project brochure

A project brochure has been prepared after the inception period of the project. The main target group for the brochure is the local stakeholders (landowners, farmers, villagers and other stakeholders). The brochure also serves as a short comprehensive introduction to the project for all other interested groups. The brochure provides information about project objective and concept, expected outcome and timetable. It is available in both the state and English language.

Public awareness campaigns during implementation of the six land re-parceling pilots

Information to the six selected pilot communities is a crucial part of the project implementation in order to ensure the local participation and interest in the pilots from the beginning. The information will be decided by the above mentioned brochure mainly be given through a series of four workshops in each of the pilot communities (Annex Rep 1).

The first workshop in each pilot community was organized immediately after the recruitment of the six field teams in October 2007. The international experts participated in the first village (Sadova village) on 11. October, 2007. Around 50 landowners and villagers from Sadova participated together with representatives from the five other pilot villages. The Sadova workshop thus served as preparation of the subsequent five workshops that was organized by the local staff of the contractor together with MAFI.

All villagers, landowners, stakeholders and local authorities were invited in each of the villages. This first village workshop explained project objectives, expected project outcome, implementation principles, and the sequences of the activities. The first village workshop launched the first activities in the area, the preliminary investigation

with elaboration of an area development plan and interviews with landowners and other stakeholders.

Project website

A project website has not been established yet. But it will be done soon in order to disseminate information about the project to a broader audience in-side and out-side Moldova with an interest in land re-parceling, land consolidation and other related issues. The website will be available at www.re-parceling-moldova.md.

PROJECT ACTIVITY 8: ASSIST THE PILOT COMMUNITIES TO ESTABLISH A LOCAL STAKEHOLDER COMMITTEE IN EACH OF THE PROJECT SITES, AND ENSURE THAT THEY ARE INTEGRATED IN THE PROCESS

The project implementation will be based on a voluntary participatory and bottom up approach. Establishment of a local stakeholder committee in each pilot site is an important part of this approach. In Sadova village a local stakeholder committee with seven members was elected at the first village launch workshop on 11. October, 2007. In the other five villages, similar committees were elected at the similar first village workshops during the second half of October-beginning of November:

- Sadova: First village workshop organized on 11. October, 2007.
- Baimaclia: First village workshop organized on 19. October, 2007.
- Busauca: First village workshop organized on 23. October, 2007.
- Bolduresti: First village workshop organized on 25. October, 2007.
- Opaci: First village workshop organized on 26. October, 2007
- Calmatui: First village workshop organized on 2.November, 2007.

The overall task of the committee is to represent the general interest of the different types of landowners and villagers in the re-parceling design process. The committee is, as mentioned, an important part of the participatory and democratic approach and of the voluntary concept. The committee will thus serve as a safeguard, monitoring the negotiation and design process in each pilot site, to ensure that no-one is forced or put under pressure to participate against their interest or wish.

The committee of landowners will take an active part in project implementation mainly concerning more overall issues such as definition of sub-areas and design goals for these and the valuation process. The main principles and “rules of the game” for the re-parceling design will also be discussed and agreed upon with the committee.

PROJECT ACTIVITY 9: REVIEW AND IF NECESSARY REVISE OWNERSHIP MAPS FOR THE BASELINE SITUATION IN EACH VILLAGE (PREPARE PLAN 1)

When dealing with an ownership situation, where several hundreds of landowners (each with 3, 4 or more parcels) in each village will have the possibility of participating in land re-parceling, it becomes essential to have the necessary tools to collect, structure, analyze and display the needed data. The basic data on “who owns what” can be provided by either the Territorial Cadastral Office (TCO) or by the ALRC. It has been the experience during the inception phase that the available cadastre and register information in the villages (at the Primaria’s office) is not updated in five of six villages since 1999. Therefore, it was necessary to receive updated cadastral data (maps and register data) from the Cadastral Agency. A contract for purchase of cadastral maps (printed and in electronical form) and register information from the land register has been signed by the contractor (Niras) and ALRC in October 2007. The Cadastre Agency has delivered the maps and register information for all six pilot villages during the second half of October 2007.

In order to have a tool that provides the needed overview for the planning process, and for the need of visualizing the situation for the landowners, it is necessary to prepare owner maps – Plan 1 - that are especially designed for the re-parceling project. These maps are based on the cadastral map, but have been refined by the use of different colors and / or patterns and serial numbers to identify the different landowners. It will most likely be necessary to sub-divide the cadastral map for the whole village into smaller geographical units in order to be able to identify the very small plots and their owners.

It is expected to use local short-term mapping and GIS experts from the ALRC to prepare the maps (Plan 1) before starting the preliminary investigation (project activity 10). It is the intention of the contractor to contract ALRC to prepare the owner maps (Plan 1) for each of the six pilot villages. During the landowner interviews as part of the preliminary investigation, each field team will verify the information on the map through the interviews with the landowners. Final versions of Plan 1 will be prepared based on this verification.

The activity has been launched during the inception period. The draft Plan 1 maps were finished December 2007. Each field team will then verify the information on the map through the interviews with the landowners. Final versions of Plan 1 will be prepared based on this verification by a local private company.

PROJECT ACTIVITY 10: CONDUCT PRELIMINARY INVESTIGATIONS AND PREPARE AND DISSEMINATE AREA DEVELOPMENT PLANS FOR EACH SITE

Project activity 10 is one of the most complex activities of the project with several activities going on in the pilot villages at the same time. The two main elements are:

- Interviews with individual landowners and stakeholders
- Elaboration of community area development plan

Interviews with landowners and other stakeholders

Based on the elaborated owner structure (register information and map – Plan 1), the local project team in each of the six pilot sites will interview the landowners and other stakeholders (including leaseholders). The purpose of the interviews is to collect data about the local agricultural structure (production data and user data) and to identify the individual landowners initial interest in the land re-parceling project (willing to participate or not, sell land, buy land, exchange land, lease land in or out). Since the project concept is completely voluntary, it is most important to discuss and explain the project concept with the individual landowners and observe their interest in participation.

It will be a special challenge for the six local project teams in a relatively short time period (November 2007 – March 2008) to conduct interviews with more than 7000 persons. In practice, the landowners are invited to the Primaria's office (local project office) in order to reduce the time consume. Output of the interviews will be a file on each landowner with register information about the land parcels owned and initial wishes for the landowner's participation in the project (filled in interview form). An interview form was developed by the contractor immediately after the project inception period. Thematic maps will be prepared such as:

- User maps (the user of each land parcel)
- Land mobility map (map indicating parcels that the owner is willing to sell or exchange)

The preparation of the draft re-parceling design will be based on the information collected during the landowner interviews also.

Focus group discussions

As part of the participatory approach, a number (3-5) of focus groups will be established in each of the six pilot sites comprising members of different categories

(e.g. women farmers, part-time farmers, subsistence farmers, commercial farmers, etc.).

Group discussions are important supplements to interviews with individuals as different (and sometimes dissenting) views on the same issue can be expressed by different people and can be discussed subsequently by the entire group. The local design teams should facilitate the discussions. Group discussions are also an instrument to ensure influence from the weaker groups (e.g. women and subsistence farmers) on the project design.

Community Area Development Plan

Elaboration of a community area development plan is an integrated part of the six land re-parceling pilot projects. Land re-parceling in the Moldovan context is seen as part of a broader rural development “package”. The main target group of the project, the smaller family farmers, is facing a large variety of problems. Re-parceling alone (e.g. reduction of fragmentation and enlarged farm sizes) can not stand alone. Elaboration of an area development plan for the pilot communities defines a local rural development context in each of the pilot sites in which the land re-parceling project will be implemented. The area development plans will be prepared over a period of 5 months (October 2007 – March 2008) in parallel with the landowner interviews.

The community area development plan will be prepared in each of the pilot areas during and after a series of three public workshops for the villagers and local leaders. The main focus will be on change of land use (immediate changes and medium-long term changes). Elaboration of the plan is an interactive process with the following steps:

- Preparation of a plan that shows the current land use (baseline)
- Draft land use plan
- Final land use plan

It is the objective of the exercise through a participatory approach to seek and reach consensus in the community about the proposed changes in the land use / area development plan. The main tool for this is the above mentioned series of three workshops, consultations with the Primaria's office and other local leaders and also the input from the individual landowners and stakeholders from the conducted interviews. Existing village development plans will be taken into account. The process will identify local obstacles for development and try to address solutions to

the problems, which will vary from community to community. A few examples illustrate the range of possible local planning issues:

- Fragmentation of land parcels
- Too small farm sizes for cost-effective production
- Lack of infrastructure (rural roads and access to parcels from roads)
- Dysfunction of irrigation system
- Erosion problems
- Issues of nature and environmental protection
- Weak marketing of local agricultural products
- Lack of cold storage facilities
- Need for enlargement of resident areas of the community
- Need for enlargement of the cemetery
- Others

The output of the project activity is the community area development plan with immediate, medium- and long term measures for local development. The subsequent land re-parceling projects will not fully implement the area development plan but they will support the immediate changes of land use and try to re-structure the owner- and user structure to the identified measures for local rural development.

PROJECT MANAGEMENT, STAFF ASSIGNMENTS AND REPORTING

To ensure the overall coordination of the project implementation, the high level Project Steering Committee has been established by GOM. At the operational level, the Technical Working Group has been established to ensure close cooperation between MAFI and the contractor.

The contractor has established a team of international and local experts as well as members of the six local planning teams to work on the project. MAFI has appointed a number of project counterparts at the national level and a planner for each of the six local teams. The following chapter will describe the staff assignments of the contractor and MAFI allocated for the project implementation as well as the reporting in relation to the project.

Staff assignments

The contractor has from the members of the project consortium allocated a number of experts for the project implementation. The project staff of the contractor and the time made available for them on the project is indicated in the Project Implementation

Plan (Annex Rep 1). The staff members and their function will in the following be briefly presented:

International experts:

Project Manager, Mr. Bo Rosenqvist, Niras:

The PM has the overall responsibility for the project implementation on behalf of Niras AB, Sweden, the leading partner in the project consortium. The PM is responsible for all contractual matters. Besides the management activities, the PM will technically be involved in the Implementation of Land Re-Parceling Pilots in Six Villages Inception Report agricultural aspect of the community development planning in the pilot villages. It is tentatively foreseen that the PM will be on a total of 7 missions to Moldova during the project period.

Team Leader, Mr. Morten Hartvigsen, Orbicon:

The TL is responsible for the technical implementation of all project activities. It is tentatively foreseen that the TL will be on a total of 13 missions to Moldova during the project period and will have a total input of around 7 months (including work from his home station).

Land Management Expert, Mr. David Eghiashvili, Terra Institute:

The expert will participate throughout the project period. His main areas of responsibility are in relation to the cooperation with the Cadastre Agency and (maps and register data) and the subsequent registration and implementation of land re-parceling agreements. It is tentatively foreseen that the expert will be on a total of 10 missions to Moldova during the project period and will have a total input of around 4, 25 months.

Land Valuation / Land Re-parceling Expert, Mr. Jan Thaysen, Orbicon:

The expert will be responsible for the land valuation process and contribute to the land re-parceling planning / negotiations (project activities 11 and 12). It is tentatively foreseen that the expert will be on a total of 3 missions to Moldova during the project period and will have a total input of around 0, 75 months.

Expert in Environmental Impact Assessment, Ms. Karina Kitnaes, Orbicon:

The expert will be responsible for the establishment of the framework for assessment of project impact on environment and nature. It is tentatively foreseen that the expert will be on a total of 2 missions to Moldova during the project period and will have a total input of around 0, 50 months.

Community Development and Land Registration Expert, Mr. Vahagn Grigorian, Niras:

The expert will participate in the preparation of community area development plans and in the registration and implementation of land re-parceling agreements.). It is tentatively foreseen that the expert will be on a total of 3 missions to Moldova during the project period and will have a total input of around 1, 00 months.

Local experts:

ACSA, the local member of the project consortium, is providing the local experts of the contractor.

Deputy Team Leader, Mr. Dumitru Sevcenco, ACSA:

The deputy TL is responsible for the daily work at the project office in Chisinau and in the six pilot villages under the overall supervision of the PM and TL. He is working full-time throughout the project period.

Project Assistant / Office Manager, Mr. Maxim Gorgan, ACSA:

The project assistant is coordinating all project activities under the supervision of the deputy team leader. He is also the office manager and translator of the project.

Community Development Expert, Mr. Valentin Ciobotaru, ACSA:

The Community Development Expert is recruit from the beginning of November 2007 as local community development expert during the period of the preparation of community area development plans in the villages (November 2007 – March 2008). It will be a half time position for five months. The person will be based at the project office in Chisinau but spending most of the time in the villages supporting the field activities.

Driver, Mr. Victor Cujba, ACSA:

The driver is employed full time during the project period.

Six field teams:

Following the terms of reference for the project, it has been agreed with MAFI, to establish a local planning team in each of the six pilot villages. Each team is consisting of:

- ~ One land re-parceling planner employed by ACSA and funded through the project budget.
- ~ One land re-parceling planner appointed and funded by MAFI.

Local Cadastral Engineer from the staff of the Primaria in the village (funded by the village budget).

The six local teams will be strongly coordinated and supervised by the deputy team leader, the project assistant and MAFI. The international experts will spend as much time as possible in the villages during the missions.

The members of the six local teams are:

Sadova:

ACSA planner: Valeriu Agapie

MAFI planner: Evghenii Tihonov

Cadastral engineer: Petru Gavrilita

Busauca:

ACSA planner: Ion Ciobanu

MAFI planner: Aurel Scurtu

Cadastral engineer: Alexandru Donica

Calmatui:

ACSA planner: Angela Andreev

MAFI planner: Vasile Breahna

Cadastral engineer: Gheorghe Rusu

Bolduresti:

ACSA planner: Petru Andronache

MAFI planner: Grigore Florea

Cadastral engineer: Serghei Vitoroi

Opaci:

ACSA planner: Nicolai Blaj

MAFI planner: Ilie Gluh

Cadastral engineer: Petru Rau

Baimaclia:

ACSA planner: Vasile Goroshenco

MAFI planner: Constantin Gafenco

Cadastral engineer: Ghenadie Vovcenco

MAFI staff:

Former Deputy Minister of Agriculture and Food Industry, Mr. Stefan Calancea:

The Deputy Minister is Chairman of the Technical Working Group, member of the Project

Steering Committee and in charge of the land re-parceling activities in MAFI.

Head of Land Consolidation Department, Mr. Ion Botnarenco:

Technical responsible for land re-parceling activities in MAFI and member of the Technical Working Group.

MAFI Consultant, Project Coordinator, Mr. Oleg Horjan:

Employed by the World Bank / CAPMU to coordinate project activities in MAFI, member of the Technical Working Group.

ANNEXES

NUMBER OF SERVICES AND THEIR FORM OF PROVISION, ACSA NETWORK, 2007

№	Service Provider	Verbal consultations				Written consultations				Visits				Round tables				Meetings				Seminars				TOTAL
		techn	legal	market	econ	techn	legal	market	econ	techn	legal	market	econ	techn	legal	market	econ	techn	legal	market	econ	techn	legal	market	econ	
1	Anenii Noi	3860	1027	1396	1366	17	0	0	2	526	121	110	124	0	0	0	0	11	10	4	7	56	6	1	7	8651
2	Basarabeasca	1029	352	180	114	169	15	18	9	347	17	12	12	49	17	6	8	50	13	8	9	22	4	3	6	2469
3	Bălți	5705	1133	1109	869	16	2	0	33	429	50	47	38	10	1	0	9	89	22	18	15	29	0	0	13	9637
4	Cahul	3064	251	698	326	98	4	4	2	865	9	37	23	118	5	8	5	33	4	11	1	86	2	1	8	5663
5	Căinari	1992	509	650	362	21	2	3	5	431	36	52	38	11	4	5	15	42	24	25	9	69	5	2	16	4328
6	Călărași	2581	584	1402	499	0	0	0	2	528	31	78	94	0	6	18	7	49	14	17	11	58	5	4	24	6012
7	Cantemir	2493	545	648	458	0	0	0	0	775	25	32	47	3	7	76	24	33	12	12	23	176	17	1	36	5443
8	Căușeni	2658	548	1206	875	29	2	4	2	544	28	30	36	4	3	4	11	28	13	19	15	105	5	9	26	6204
9	Cimișlia	1570	610	758	616	0	0	0	0	343	58	44	32	35	17	8	10	38	22	18	16	90	16	0	3	4304
10	Comrat	1625	523	702	175	106	22	30	21	280	44	57	23	105	22	12	20	5	1	6	4	31	4	3	3	3824
11	Criuleni	3281	569	626	434	62	0	5	3	417	7	10	11	131	21	6	12	6	2	6	0	152	3	1	19	5784
12	Dondușeni	2298	137	1335	407	2	2	1	6	634	11	40	22	4	2	1	3	65	9	15	12	86	2	2	22	5118
13	Drochia	1786	480	592	561	3	0	1	0	273	3	3	5	64	64	61	51	49	13	18	13	73	1	1	15	4130
14	Edineț	2328	419	1264	558	0	0	0	2	552	22	23	17	46	43	28	45	68	29	17	25	72	4	2	18	5582
15	Fălești	1243	221	215	219	0	0	0	0	583	54	82	88	40	9	9	18	25	12	14	15	89	1	1	17	2955
16	Glodeni	3169	1095	1163	1233	31	1	8	14	352	79	124	88	2	21	2	5	41	28	26	27	108	5	0	47	7669
17	Hincești	2451	754	1051	855	31	7	7	12	256	64	70	63	48	35	29	44	26	21	12	21	57	2	3	18	5937
18	Ialoveni	4427	711	563	896	10	1	0	0	808	67	27	43	26	12	5	11	24	4	4	5	48	0	0	2	7694
19	Leova	1957	356	807	291	76	14	14	14	412	15	12	14	29	18	10	21	8	2	2	2	39	3	0	10	4126
20	Nisporeni	1242	943	976	995	1	0	0	0	356	218	231	200	2	3	2	6	50	54	56	56	41	7	1	22	5462
21	Orhei	2695	576	828	494	26	1	0	1	729	18	29	29	6	66	51	64	29	19	19	26	79	4	3	17	5809
22	Ocnîța	2224	621	1121	874	53	2	6	4	663	28	87	63	9	15	12	7	66	19	14	22	107	0	2	26	6045
23	Rezina	1044	354	504	272	36	12	2	2	621	87	117	110	24	13	3	12	89	33	32	36	73	12	0	9	3497
24	Sîngerei	2504	502	711	304	75	10	6	3	914	76	86	72	30	12	32	20	40	8	7	11	55	8	4	17	5507
25	Șoldănești	1259	328	901	427	27	9	24	62	542	16	99	13	16	52	7	61	51	24	23	26	84	7	4	12	4074
26	Soroca	3609	620	1038	445	1	0	0	0	410	6	1	10	213	95	83	105	108	18	24	21	27	7	1	13	6855
27	Ștefan Vodă	2910	624	1332	818	71	1	4	4	486	69	80	79	7	13	11	22	34	20	20	21	103	10	7	24	6770
28	Strășeni	1126	550	396	384	7	7	7	6	519	6	5	7	71	65	49	42	78	34	32	30	64	4	3	14	3506
29	Taraclia	1287	406	499	361	36	16	0	3	679	20	48	28	99	34	28	33	73	10	23	11	18	3	0	5	3720
30	Ungheni	2368	419	514	385	22	6	0	2	992	82	108	75	26	4	6	5	87	25	16	18	35	0	1	14	5210
31	Ceadr Lunga	1765	763	893	430	49	28	11	18	338	131	194	144	99	48	39	42	9	5	3	8	26	9	2	16	5070
32	Briceni	1461	261	333	215	0	2	0	16	574	80	95	40	62	3	3	11	35	22	29	15	63	2	1	13	3336
33	Rîșcani	4458	456	753	539	61	0	5	14	634	1	1	1	5	2	1	0	69	14	11	14	47	7	1	11	7105
34	Telenești	1719	330	573	247	71	10	12	57	620	73	37	19	180	74	43	54	87	33	17	18	18	1	0	7	4300
35	Florești	3431	486	514	462	14	0	0	0	669	19	20	14	16	25	17	47	70	20	25	29	81	5	1	34	5999
TOTAL		84619	19063	28251	18766	1221	176	172	319	19101	1671	2128	1722	1590	831	675	850	1665	613	603	592	2367	171	65	564	187795

PROVISION ADVISORY FORM AND NUMBER OF BENEFICIARIES, ACSA NETWORK, 2007

Nr	Service Provider	Verbal consultations	Beneficiaries	Written consultations	Beneficiaries	Visits	Beneficiaries	Round tables	Beneficiaries	Discussions	Beneficiaries	Seminars	Beneficiaries	Units	Hours	Total persons according to the lists	First time beneficiaries	Repeated beneficiaries	Total beneficiaries
1	Anenii Noi	7649	6653	19	19	881	4419	0	0	32	159	70	1652	8651	8635	14100	12092	829	12902
2	Basarabeasca	1675	1693	211	222	388	1274	80	721	80	353	35	615	2469	4663	4887	4059	814	4878
3	Bălți	8816	7659	51	51	564	2029	20	199	144	537	42	758	9637	8446	12642	9931	1304	11233
4	Cahul	4339	3471	108	141	934	2617	136	1220	49	187	97	1510	5663	8570	11004	7856	1271	9146
5	Căinari	3513	3230	31	85	557	2507	35	332	100	467	92	1418	4328	6164	8550	7737	497	8039
6	Călărași	5066	4736	2	2	731	2341	31	202	91	399	91	1628	6012	7675.5	9698	8974	331	9308
7	Cantemir	4144	5272	0	0	879	5525	110	1707	80	536	230	5990	5443	10980	19149	19020	130	19030
8	Căușeni	5287	4749	37	36	638	3731	22	210	75	538	145	2034	6204	8060	13087	10205	1252	11298
9	Cimișlia	3554	3063	0	0	477	2238	70	767	94	503	109	2497	4304	6621	9185	7892	682	9068
10	Comrat	3025	2986	179	200	404	1107	159	862	16	67	41	509	3824	5605	5995	5293	571	5731
11	Criuleni	4910	4606	70	68	445	1924	170	1283	14	82	175	2032	5784	8981	10396	9716	406	9995
12	Dondușeni	4177	4135	11	11	707	2478	10	132	101	555	112	1869	5118	7614	9251	9109	72	9180
13	Drochia	3419	2825	4	4	284	303	240	1639	93	402	90	1705	4130	6378	7698	6032	914	6878
14	Edineț	4569	4225	2	2	614	3306	162	1938	139	812	96	1602	5582	8022	11711	10811	1100	11885
15	Fălești	1898	1851	0	0	807	2244	78	538	66	275	108	1516	2957	6738	6574	6371	254	6424
16	Glodeni	6660	5828	54	53	643	2124	30	236	122	461	160	1367	7669	7984	10942	9415	655	10069
17	Hincești	5111	4565	57	57	453	2523	156	1850	80	494	80	1699	5937	7522	11847	10567	614	11188
18	Ialoveni	6597	5917	11	11	945	3329	54	502	37	260	50	1113	7694	8428	12035	10474	808	11132
19	Leova	3411	3225	118	163	453	2554	78	878	14	69	52	930	4126	5371	8244	7454	415	7819
20	Nisporeni	4156	3837	1	1	1005	3986	13	97	216	835	71	1494	5462	7507	10928	9579	671	10250
21	Orhei	4593	4335	28	113	805	4478	187	2090	93	635	103	2159	5809	8611	14342	13292	542	13810
22	Ocnîța	4840	4569	65	67	841	2209	43	583	121	657	135	2425	6045	8240	10762	9834	466	10510
23	Rezina	2174	2126	52	61	935	2986	52	619	190	962	94	2048	3497	7811	8957	8662	143	8802
24	Sîngerei	4021	3766	94	438	1148	4789	94	512	66	350	84	1452	5507	8716	12011	10833	695	11307
25	Șoldănești	2915	2826	122	146	670	3322	136	1569	124	681	107	2130	4074	7981	11082	10227	415	10674
26	Soroca	5712	4611	1	1	427	2210	496	3442	171	736	48	1066	6855	8408	14136	9075	3015	12066
27	Ștefan Vodă	5684	5092	80	116	714	3039	53	495	95	479	144	2194	6770	8306	12203	9284	1231	11415
28	Strășeni	2456	2261	27	27	537	2455	227	2276	174	710	85	1675	3506	7422	10180	8509	850	9404
29	Taraclia	2553	2504	55	67	775	3006	194	1128	117	424	26	456	3720	7076	8049	7121	464	7585
30	Ungheni	3686	3439	30	31	1257	5080	41	243	146	624	50	829	5210	8262	11087	9780	553	10246
31	Ceadăr Lunga	3851	3393	106	106	807	3916	228	2724	25	127	53	1227	5070	8617	12085	10982	525	11493
32	Briceni	2270	2163	18	18	789	3994	79	622	101	552	79	1334	3336	6494	9073	8328	374	8683
33	Rîșcani	6206	4915	80	86	637	885	8	50	108	363	66	968	7105	7719	8640	5958	1346	7267
34	Telenești	2869	2847	150	193	749	3306	351	2865	155	1174	26	700	4300	9021	10843	10610	164	11085
35	Florești	4893	4511	14	14	722	4429	105	1070	144	904	121	1977	5999	8321.5	14070	11890	1059	12905
TOTAL		150699	137884	1888	2610	24622	102663	3948	35601	3473	17369	3167	56578	187797	270970	375443	326972	25432	352705

SPECIAL CONTRACTS IMPLEMENTED IN 2007, ACSA NETWORK

NR. CONTRACT	SERVICE PROVIDER	OBJECT OF CONTRACT	BENEFICIARY	COMMUNITY	RAYON	TELEPHONE	STATUS
1	Nisporeni, Călărași, Rezina, Taraclia, Cidăr-Lunga	Peculiarities of fruit and berry production in conditions of the year 2007	Fruit and berry producers according to the list of participants				Executed
2	Anenii Noi, Criuleni, Orhei, Strașeni, Cahul	Peculiarities of fruit and berry production in conditions of the year 2008	Fruit and berry producers according to the list of participants				Executed
3	Căușeni, Ialoveni, Râșcani, Edineț, Ocnîța, Glodeni, Fălești, Ungheni	Peculiarities of fruit and berry production in conditions of the year 2009	Fruit and berry producers according to the list of participants				Executed
4	Sângerei, Drochia, Soroca, Florești, Soldănești, Telenesti	Peculiarities of fruit and berry production in conditions of the year 2010	Fruit and berry producers according to the list of participants				Executed
5	"Centru-Prim-Agro" NGO, Anenii Noi	Growing technologies of sweet peper with application of drip irrigation	Gheorghe Sirbu	Roșcana	Anenii Noi	69212627	Executed
59	"Centru-Prim-Agro" NGO, Anenii Noi	Mushrooms production in adapted conditions	Barabaș Raisa	Bulboaca	Anenii Noi	(265) 48 0 14	Executed
6	"Inform Agro-BS" NGO, Basarabeasca	Breeding rabbits in household conditions	Tudor Bordan	Başcalia	Basarabeasca	69213293	Executed
7	"Centrul Inițiativelor Private din Bălți" NGO, Balti	Cultivating apricots by implementing modern growing technologies	Iurii Toacă	Glingeni	Bălți	mob.79188702	Executed
8	"Agroconsultant" NGO, Briceni	Growing technologies of ecologic vegetables	Lilian Borodachi	Hlina	Briceni	(247) 67 2 45	Executed
9	"ASIA" NGO, Cahul	Growing vegetable seedlings in solariums and ealry vegetable production	Dimov Iacob	Cucoara	Cahul	(299) 51 5 04	Executed
69	"ASIA" NGO, Cahul	Establishing a mini farm of race pig reproduction	Mihail Vrabie	Taraclia de Salcie	Cahul	(299) 78 4 55	Executed
10	"Ferma Agroinform" NGO, Cantemir	Growing strawberry by applying drip irrigation	Griciniuc Alexandra	Sadîc	Cantemir	mob.79286871	Executed
11	"Ferma Agroinform" NGO, Cantemir	Implementing keeping and reproduction technologies of bees	Cazacov Georgeta	Haraghiș	Cantemir	(273) 63 2 34	Executed
65	"Consult – InfoAgro" NGO, Căinari	Breeding cattle for milk	Braga Andrei	Cirnățeni	Căinari	(277) 74 2 23	Executed
12	"Consult – InfoAgro" NGO, Căinari	Growing vegetable by applying drip irrigation	Iurii Cojocar	Baimaclia	Căinari	(277) 92 5 30	Executed
13	"Agroconsultant" NGO, Călărași	Growing vegetable seedlings in pallets and early vegetable production	Iurie Iurcu	Buda	Călărași	(244) 61 3 61	Executed

14	"Service Agroinform" NGO, Căușeni	Implementing growing technologies of mushrooms in adapted conditions	Dumitru Margarint	Hajimus	Căușeni	(243) 58 2 56	Executed
15	"Service Agroinform" NGO, Căușeni	Growing strawberries	Iacob Mungiu	Plop-Știubei	Căușeni	(243) 59 2 18	Executed
16	„Dialog” NGO, Ciadîr-Lunga	Breeding fish in ponds	Constantin Gaidarji	Baurci	Ciadîr Lunga	(291) 32 2 70	Executed
17	„Dialog” NGO, Ciadîr-Lunga	Mushrooms production in adapted conditions	Vladimir Anastasov	Ciadîr-Lunga	Ciadîr Lunga	(291) 21 2 17	Executed
18	"Bugeack-Consult" NGO, Comrat	Cultivating vegetables in greenhouse by applying drip irrigation	Andrei Bolgar	Comrat	Comrat	(298) 26 5 63	Executed
19	"Criul-Fermier" ONG, Criuleni	Growing carnation, chrysanthemum and rose in greenhouse	Valentina Paladi	Cruclic	Criuleni	(248) 66 5 25	Executed
20	"Criul-Fermier" ONG, Criuleni	Onion production, processing and storing technologies	Ion Răbdău	Mășcăuți	Criuleni	(248) 64 3 78	Executed
72	"Criul-Fermier" ONG, Criuleni	Establishing and maintaining plantation of highly productive walnut varieties	Mihail Scifos	Criuleni	Criuleni	(248) 22 0 60	Executed
21	"Agroconsultant" ONG, Dondușeni	Growing vegetables in protected field by applying drip irrigation	Vladimir Costașco	Plop	Dondușeni	(251) 71 3 42	Executed
22	"Consult-Service" ONG, Drochia	Establishing furniture workshop	Josanu Sergiu	Chetrosu	Drochia	(252) 54 8 74	Executed
23	"Consult-Service" ONG, Drochia	Cultivating vegetable in open field by applying micro-asspersion irrigation	Șestovschi Ion	Nicoreni	Drochia	(252) 37 3 50	Executed
24	"Consult-Service" ONG, Drochia	Breeding sheeps of Karacul race	Dascăl Eugen	Drochia	Drochia	(252) 44 4 76	Executed
63	"Agroext" ONG, Edineț	Breeding cattle for milk	Leonid Platon	Volodeni	Edineț	(246) 61 2 63	Executed
25	"Agroext" ONG, Edineț	Establishing a mini farm for rabbit reproduction	Eugen Buruiană	Parcova	Edineț	(246) 77 2 00	Executed
62	"Centrul de Consultanță agricolă din Fălești" ONG, Falesti	Breeding sheeps of Karacul race	Grigore Boubătrîn	Călinești	Fălești	(259) 61 3 27	Executed
26	"Centrul de Consultanță agricolă din Fălești" ONG, Falesti	Cultivating vegetable in open field by applying drip irrigation	Eugen Ciobanu	Ilenuța	Fălești	(259) 68 1 77	Executed
27	Centrul local de extensiune "Tamir" ONG, Florești	Growing mushrooms in adapted conditions	Valeriu Postolachi	Vărvăreuca	Florești	(250) 20 3 32	Executed
28	Centrul local de extensiune "Tamir" ONG, Florești	Growing fruit seedling material with advanced biological qualities	Nistor Ixari	Sevirova	Florești	(250) 42 2 18	Executed
58	Centrul local de extensiune "Tamir" ONG, Florești	Breeding sheeps of Karacul race	Ion Bogdan	Rădulenii Vechi	Florești	(250) 46 3 78	Executed
29	"Centrul de Consultanță și Școlarizare în Agricultură" ONG, Glodeni	Growing strawberries	Ira Condrea	Dușmani	Glodeni	(249) 74 5 86	Executed

30	"Centrul de Consultanță și Școlarizare în Agricultură" ONG, Glodeni	Growing vegetable seedlings and early vegetable production in protected field	Vasilii Pogor	Hijdieni	Glodeni	(249) 56 5 18	Executed
31	"Hîncești-Inform" ONG, Hincesti	Breeding rabbits in household conditions	Mihail Dragomir	Bobeica	Hîncești	(269) 56 6 17	Executed
32	"Hîncești-Inform" ONG, Hincesti	Implementing bee keeping technologies	Vasile Sîrbu	Minjir	Hîncești	(269) 76 6 97	Executed
33	Centrul de Extensiune"Agroinform" ONG, Ialoveni	Establishing a mini farm of rabbit reproduction	Adrian Luca	Ialoveni	Ialoveni	mob. 69195611	Executed
34	Centrul de Extensiune"Agroinform" ONG, Ialoveni	Implementing growing technologies of vegetables by applying drip irrigation	Mihail Cioară	Mileștii Mici	Ialoveni	(268) 68 4 07	Executed
66	Centrul de Extensiune"Agroinform" ONG, Ialoveni	Breeding cattle for milk	Ion Afanasie	Zîmbreni	Ialoveni	(268) 57 2 30	Executed
35	"Colina" ONG, Nisporeni	Growing strawberries	Sergiu Izbaș	Marinici	Nisporeni	(264) 44 4 63	Executed
36	"Colina" ONG, Nisporeni	Breeding rabbits in household conditions	Gheorghe Petic	Milești	Nisporeni	(264) 40 2 93	Executed
37	"Centrul Teritorial de extensiune NGO" Ocnîța	Cultivating potato by applying drip irrigation	Alexandru Grinco	Corestauți	Ocnîța	(271) 94 1 67	Executed
38	"Centrul Teritorial de extensiune NGO" Ocnîța	Growing vegetables in open field by applying aspersion irrigation	Anatolii Gumeniuc	Rujnița	Ocnîța	(271) 75 3 07	Executed
39	"Centrul Teritorial de extensiune NGO" Ocnîța	Wood processing and making wooden goods	Leonid Munteanu	Hădărăuți	Ocnîța	(271) 93 7 20	Executed
70	"Centrul Teritorial de extensiune NGO" Ocnîța	Cattle breeding and reproduction	Nicolai Galemba	Bîrnova	Ocnîța	(271) 54 4 20	Executed
40	"Agroinfo Service Orhei" ONG, Orhei	Establishing a mini farm for quail breeding and reproduction	Nicolai Șova	Zahoreni	Orhei	(235) 50 6 77	Executed
41	"Agroinfo Service Orhei" ONG, Orhei	Establishing and maintaining a plantation of highly productive walnut varieties	Dorin Zghibartă	Morozeni	Orhei	(235) 57 3 01	Executed
42	"Agroinfo Service Orhei" ONG, Orhei	Breeding rabbits in household conditions	Țurcan Valeriu	Mitoc	Orhei	(235) 41 3 34	Executed
61	"Agroinfo Service Orhei" ONG, Orhei	Breeding sheeps of Karacul race	Valentin Creciun	Morozeni	Orhei	(235) 57 2 00	Executed
43	"Nistru AgriConsult" ONG, Rezina	Growing pepper by applying drip irrigation	Anatolii Soltan	Cuizovca	Rezina	(254) 46 3 64	Executed
64	"Nistru AgriConsult" ONG, Rezina	Breeding fish in ponds	Valeriu Burjacovschi	Horodiște	Rezina	(254) 92 4 80	Executed
44	"Agroinform Rîșcani" ONG, Riscani	Growing technologies of vegetables in protected field	Ion Ilașciuc	Aluniș	Rîșcani	(256) 61 2 01	Executed
45	"Agroinform Rîșcani" ONG, Riscani	Growing mushrooms in adapted conditions	Tîbuleac Ion	Rîșcani	Rîșcani	(256) 28 8 45	Executed

46	"Uniunea Fermierilor Privati din Singerei" ONG, Singerei	Growing mushrooms in adapted conditions	Gheorghe Turtureanu	Chișcăreni	Sîngerei	(262) 41 2 90	Executed
47	"Uniunea Fermierilor Privati din Singerei" ONG, Singerei	Breeding fish in ponds	Teodor Bajura	Bilicenii Vechi	Sîngerei	(262) 33 4 58	Executed
48	Asociația obștească "Astagro" ONG, Strășeni	Growing mushrooms in adapted conditions	Maria Codreanu	Recea	Strășeni	(237) 41 3 85	Executed
49	"SORAGROINFORM" ONG, Soroca	Making willow wattles	Ala Ciumac	Egoreni	Soroca	(230) 93 8 83	Executed
71	"SORAGROINFORM" ONG, Soroca	Rural tourism development	Mihail Zubatii	Parcani	Soroca	mob. 069239231	Executed
50	"Agro Farmer Consult" ONG, Șoldănești	Wood processing and making wooden goods	Ion Colin	Pohoarna	Șoldănești	(272) 47 2 13	Executed
51	"Agro Farmer Consult" ONG, Șoldănești	Establishing a mini farm for quail breeding and reproduction	Ion Lazăr	Cotiujeii Mari	Șoldănești	(272) 74 1 69	Executed
67	"Agro Farmer Consult" ONG, Șoldănești	Growing technologies of early vegetable production by applying modern protection	Ion Burez	Zahorna	Șoldănești	(272) 48 2 34	Executed
60	"Agroasistența" ONG, Ștefan Vodă	Implementing breeding technologies of sheeps	Mihail Curmei	Feștelîța	Ștefan Vodă	(242) 44 4 54	Executed
52	"Agroasistența" ONG, Ștefan Vodă	Making national suits and handicrafts	Galina Mărinescu	Carahasani	Ștefan Vodă	(242) 42 3 76	Executed
53	AO"Agroasistența" Ștefan Vodă	Cultivating decorative seedling material in containers	Ruslan Dombrov	Tudora	Ștefan Vodă	(242) 53 1 80	Executed
54	"Agroconsultant" ONG, Taraclia	Cultivating early vegetables in greenhouse	Dmitrii Vinodeț	Musait	Taraclia	(294) 52 2 47	Executed
55	"PRESCONS AGRO Telenești" ONG, Telenesti	Growing seedlings and early vegetable production in greenhouse	Anatolie Rabei	Sărătenii Vechi	Telenești	(258) 73 2 17	Executed
56	"PRESCONS AGRO Telenești" ONG, Telenesti	Breeding rabbits in household conditions	Gheorghe Trofimov	Țînjăreni	Telenești	nu are	Executed
68	"Centrul de Consultanță și Școlarizare în Agricultură" ONG, Ungheni	Establishing a mini farm of race pigs	Dumitru Cepoi	Bumbăta	Ungheni	(236) 44 5 07	Executed
57	"Centrul de Consultanță și Școlarizare în Agricultură" ONG, Ungheni	Implementing growing technologies of strawberry in tunnels	Victor Munteanu	Hristoforovca	Ungheni	(236) 69 2 36	Executed

Members of the Review Committee for specialized thesis

Viticulture:

1. Tudor Cazac, Vice director, Institute of Vineyard and Wine, PhD in agriculture
2. Mihai Suvac, Chief of Department of Phytotechny, Seeds, Horticulture and Nursery, MAFI
3. Andrei Botezatu, Coordinator, Rural Advisory Service Unit, CAPMU-MAFI
4. Ina Butucel, Legal expert, Rural Advisory Service Unit, CAPMU-MAFI
5. Lilia Banuh, Economist, project coordinator, ACSA regional office from Balti
6. Gheorghe Cainarean, Training coordinator, ACSA Executive Board.

Fruit production:

1. Victor Bucarciuc, Chief, Laboratory for seed crops improvement, Research Institute for Horticulture, PhD in agriculture
2. Mihai Suvac, Chief of Department of Phytotechy, Seeds, Horticulture and Nursery, MAFI
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4. Ina Butucel, Legal expert, Rural Advisory Service Unit, CAPMU-MAFI
5. Lilia Banuh, Economist, project coordinator, ACSA regional office from Balti
6. Gheorghe Cainarean, Training coordinator, ACSA Executive Board.

Vegetable production:

1. Vasile Botnari, Chief, Vegetable laboratory, Institute of Phytotechny, PhD in agriculture
2. Mihai Suvac, Chief of Department of Phytotechny, Seeds, Horticulture and Nursery, MAFI
3. Andrei Botezatu, Coordinator, Rural Advisory Service Unit, CAPMU-MAFI
4. Ina Butucel, Legal expert, Rural Advisory Service Unit, CAPMU-MAFI
5. Lilia Banuh, Economist, project coordinator, ACSA regional office from Balti
6. Gheorghe Training coordinator, ACSA Executive Board.

Thesis subjects of specialized course in the field of viticulture

Nr.	Name of consultant	Service Provide	Thesis subject	Agricultural exploitation on which basis the thesis was developed
1	Dragan Mihail Local consultant	„Preconsagro” NGO, r. Telenești	Renewing existent vineyards with new varieties - method of increasing revenues within private farm	PF „Dragan Victor”, v. Budăi, r. Telenești
2	Spataru Alexandru , Local consultant	„Hâncești-Inform” NGO, r. Hîncești	Cultivating technical grapes as profitable business within private farm	PF „I. Golban”, v. Cărpineni, r. Hîncești
3	Cucereavii Vladimir, Local consultant	„Consult-infoagro” NGO, Căinari	Integrated protection of vineyards as determinant technological element in technical grapes production	PF „Bostan Ion ” v. Taraclia, r. Căușeni
4	Golovei Constantin, Local consultant	„Service Agroinform” NGO, r. Căușeni	Table grapes production as profitable business within private farm	PF „Covalschii C.” PF „Vrancean N.” PF „Spravnic Gh.”, s. Tocuz, r. Căușeni
5	Gavriluța Ion, Local consultant	„Centru-Prim-Agro” NGO, r. Anenii Noi	Establishing new vineyard planations and renewing the existent ones - method of increasing revenues within private farms in Bulboaca village	Private exploitations from v. Bulboaca, r. Anenii Noi
6	Ciocan Ion, Local consultant	„Centrul de Consultanță” NGO, r. Ungheni	Table grapes production as profitable business within private farm	PF „Ciocanu Ion” v. Costuleni, r. Ungheni
7	Haruța Anatol, Local consultant	„InfoAgroConsult” NGO, r. Cimișlia	Establishing highly productive vineyards - method of increasing revenues within private farm	PF „Balmuș Semion”, s. Cicur – Mingir, r. Cimișlia
8	Adam Tudor, Local consultant	„Colina” NGO, r. Nisporeni	Table grapes production as profitable business within private farm	PF „Mihăilă Tudor”, v. Seliște, r. Nisporeni
9	Cebotari Ilarion, Project coordinator	„Agroform” NGO, r. Ialoveni	Technical grapes production as profitable business within private farm	PF „Plămădeală Gh” v. Hansca, r. Ialoveni
10	Bacalov Ivan Local consultant	„DIALOG” NGO, r. Ceadăr-Lunga	Integrated protection of vineyards as determinant technological element in technical grapes production	PF «Агроюлдим», v. Corteni, r. Ceadăr-Lunga
11	Perebailov Maria, Local consultant	„Agroasistența” NGO, r. Ștefan Vodă	Technical grapes production in Purcari area - as sustainable source of income	„Amfipur” Ltd. v. Tudora, r. Ștefan Vodă

12	Tătaru Gheorghe, Local consultant	"Агроконсултант" NGO, r. Taraclia	Table grapes production as profitable business within private farm	PF "Кашиняну Г.", v. Albota de Jos, r. Taraclia
13	Lozovanu Constantin, Local consultant	„Astagro” NGO, r. Strășeni	Economical- organizational argumentation of establishing vineyard plantations	PF „Lozovanu ”, v. Micleușeni, r. Strășeni
14	Condurachi Gheorghe, Local consultant	„ASIA” NGO, r. Cahul	Rehabilitation of vineyards as technological element of increasing revenues within private farm	PF „Ernu Vasile”, v. Taraclia de Salcie, r. Cahul
15	Roșca Tudor, Local consultant	„Agroconsultant” NGO, r. Călărași	Establishing highly productive vineyards - method of increasing revenues within private farm	PF „Maria Proscurov”, v. Țibirica, r. Călărași
16	Raevschi Mihail, Local consultant	“ADL Leova” NGO, r. Leova	Production of grapes of Merlot variety as revenue source within private farm	PF “Braicov Serghei”, v. Sărățica Nouă, r. Leova
17	Boișteanu Ion, Local consultant	„Fermieragroinform”N GO, r. Cantemir	Vineyard modernization as revenue source within private farm	PF „Ion Boișteanu”, v. Cârpești, r. Cantemir
18	Canțir Iurie, Local consultant	„Criulfermier” NGO, r. Criuleni	Production and marketing technologies of table grapes of Moldova variety	PF “Nicu Ilieș”, v. Zăicani, r. Criuleni

Thesis subjects of specialized course in the field of fruit production

Nr.	Name of consultant	Service Provider	Thesis subject	Agricultural exploitation on which basis the thesis was developed
1	Condru Ion, Local consultant	„Centrul de Consultanță Agricolă din Fălești” NGO, r. Falesti	Establishing a sweet cherry plantations as business within private farm	PF „Margină V” s. Năvirneț, r. Fălești
2	Lungu Ștefan, Local consultant	„Agroinform” NGO, r. Riscani	Apple production as revenue source within private farm	PF „Țăruș Gheorghe” s.Varatic, r. Rîșcani
3	Buga Tatiana, Local consultant	„CTE NGO” NGO, Ocnița	Berry production - alternative revenue source within private farm	PF „Nicolai Slivca” s. Birnova, r.Ocnița
4	Bragari Vasile, Local consultant	„Service Agroinform” NGO, r. Căușeni	Starting up and developing a business in the field of peach production within private farm	PF „Țaranu Gheorghe”, s. Zaim, r. Căușeni
5	Ceban Anatol, Local consultant	„Centru-Prim-Agro” NGO, r. Anenii Noi	Establishment technologies of plum orchards - steady revenue source within private farm from Speia village	Apple and plum orchards from Speia village
6	Mistreanu Nicolai, Local consultant	„Centrul de Consultanță” NGO, r. Ungheni	Economic efficiency in apple production and marketing within private farm	PF Mistreanu N.” s. Bumbăta, r. Ungheni
7	Petic Gheorghe, Local consultant	„Colina” NGO, r. Nisporeni	Establishing new fruit plantation - revenue source within private farm	PF „Răscoală N”, s. Milești, r. Nisporeni
8	Gandrabura Victor, Local consultant	„Agro-Farmer-Consult” NGO, r. Șoldănești	Starting up and developing a business in the field of black currant production within private farm	PF „Gandrabura Victor”, s. Cotiujenii Mari, r. Șoldănești
9	Dubenco Alexandru, Local consultant	„TAMIR” NGO, Florești	Growing strawberry as successful business within private farm	PF „Ion Cobălaș” s. Prajila, r. Florești
10	Baltaga Nicolae, Local consultant	„Agroform” NGO, r. Ialoveni	Economic reasoning of apple orchards rehabilitation	„AGRI-COM” Ltd, s.Puhoi, r.Ialoveni
11	Gheorghe Ureche, Local consultant	„Criul-Fermier” NGO, r. Criuleni	Economic reasoning of apple, peach and plum orchards establishment within private farm	„Ghertcomagro” Ltd PF „Orescu D.”, s. Hîrtopul Mare, r. Criuleni
12	Latu Nicolae, Local consultant	„Preconsagro” NGO, r. Telenești	Apple production as profitable business	„Trofion Agro” Ltd s. Chștelnița, r. Telenești
13	Lupușor Silvia, Local consultant	„Centrul de Consultanță” NGO, r. Glodeni	Economic reasoning of sweet cherry orchard establishment within private farm	PF „Gheorghiță L.” s. Cobani, r.Glodeni
14	Pojoga Valentina, Local consultant	„Hâncești-Inform” NGO, Hincești	Plum production as increasing revenue source within private farm	PF „Șt. Pojoga”
15	Babin Boris, Local consultant	„Consult Service” NGO, r. Drochia	Apple production - revenue source within private farm	PF „Gladiuc Victor” s. Ochiul Alb, r. Drochia
16	Solomițchi Margareta, Local consultant	„Agroasistența” NGO, r. Ștefan Vodă	Fruit planting material of stone varieties	„Zăvoiul Mare” Ltd, s. Antonești, r. Ștefan Vodă

17	Bobeica Daniel, Local consultant	"Consult-infoagro" NGO, Căinari	Economic reasoning in apple production within private farm	PF „Bordian Ion” s. Coșcalia, r. Căușeni
18	Mîrza Maria, Local consultant	„Infagroconsult” NGO, r. Cimișlia	Apple production as additional business direction within Ltd company	"Valea Viilor" Ltd s. Gura Galbenă r. Cimișlia
19	Mitrofan Nicolaie, Local consultant	"Agroconsultant" NGO, r. Dondușeni	Economic reasoning in planting walnut intercalated with apple trees within private farm	PF „Cucos Tudor”, s. Plop; r. Dondușeni
20	Mogorean Ion, Local consultant	„Agroext” NGO, r. Edineț	Establishing apple orchards within private farm	PF „V.Prisacari”, s. Ruseni, r. Edineț
21	Mametiuc Grigore, Local consultant	"Nistru Agriconsult” NGO, r. Rezina	Economic reasoning in apple orchards rehabilitation within private farm	PF „Negură Ion” s. Echimăuți, r. Rezina
22	Leahu Anatolii, Local consultant	„Agroinfo Service” NGO, r. Orhei	Grafted walnut tree production within private farm	PF „Gh. Cucu”, s. Jora de Mijloc, r. Orhei
23	Gaidarji Stepan, Local consultant	"Агроконсултант” NGO, r. Тараклия	Peach production within private farm	PF "Пореpra-Арпо", s. Carbalia, r. Taraclia
24	Mereneanu Mihai, Local consultant	„Astagro” NGO, r. Strășeni	Peach orchard establishment within private farm	PF „N. Heghea”, s. Sireți, r. Strășeni
25	Reniță Mihai, Local consultant	„Inforagro BS” NGO, Basarabeasca	Strawberry production - alternative revenue source within private farm	PF „Reniță Mihai”, s. Abaclia, r. Basarabeasca
26	Vasile Valache, Local consultant	„ASIA” NGO, r. Cahul	Peach production as revenue source within private farm	PF „Donea Gh.” s. Cișlița Prut, r. Cahul
27	Iazinschi Iurie, Local consultant	„Soragroinform” NGO, r. Soroca	Economic reasoning of apple plantation rehabilitation within private farm	PF „Dolghii Valeriu” s. Redi-Cerîșneveț, r. Soroca
28	Pozdircă Ion, Local consultant	„Agroconsultant” NGO, r. Călărași	Apricot production as additional business direction within Ltd company	„Pomul” Ltd, s. Țibirica, r. Călărași
29	Savin Mihail, Local consultant	"ADL" NGO, r. Leova	Apricot orchard establishment as alternative revenue source within Ltd company	„Gheanlen” Ltd, s. Tomai, r. Leova
30	Curtiș Alexandr, Local consultant	"Agroconsultant" NGO, r. Briceni	Efficiency in walnut production within private farm	PF „Mihai Sîrbu”, s. Coteala, r. Briceni
31	Prisacaru Valeriu, Local consultant	"Uniunea Fermierilor Privati" NGO, r. Sîngerei	Apple production within private farm	PF "Vieru G" s. Chișcăreni, r. Sîngerei
32	Lupușor Ion, Local consultant	"CIP" NGO, r. Bălți	Creșterea materialului săditor pomicol cu calități biologice înalte ca afacere	"SELMAX" Ltd, s. Sadovoe, mun. Bălți
33	Dușcov Nicolae, Local consultant	"Bugeak-Consult" NGO, r. Comrat	Załadca persicovo sada metodom mestnoi oculirovchi	PF "Душков Н", s. Congaz, r. Comrat
34	Jorovlea Gheorghe, Local consultant	„Fermieragroinform” NGO, r. Cantemir	Producerea și valorificarea merelor ca afacere în CAP „Capaclia”	APC „Capaclia” s. Haragaș, r. Cantemir

Thesis subjects of specialized course in the field of vegetable production

Nr.	Name of consultant	Service Provider	Thesis subject	Agricultural exploitation on which basis the thesis was developed
1	Baltag Valentina, Local consultant	„Centrul de Consultanță Agricolă din Fălești” NGO, r. Falesti	Vegetable production within private farm	PF „Ceban Eugen” v. Ilenuța r. Fălești
2	Prisacari Victoria, Local consultant	„Agroinform” NGO, r. Riscani	Tomato production as alternative revenue source within private farm	PF „Babin Sergiu” v. Racaria, r. Rîșcani
3	Rusnac Ion, Local consultant	„CTE NGO” NGO, r. Ocnița	Tomato production in protected field - alternative source of income within private farm	PF „Pârlea Anatol”, v. Lipnic, r. Ocnița
4	Sirbu Dumitru, Local consultant	„Service Agroinform” NGO, r. Căușeni	Onion production and marketing within private farm	PC „Copanca”, v. Copanca, r. Căușeni
5	Pădure Serafim, Local consultant	„Centru-Prim-Agro” NGO, r. Anenii Noi	Water melon production based on seedling material - method of revenue increase within private farm	Water melon plantations of agricultural producers from Tintareni village, rayon Anenii Noi
6	Pătrașcu Mihail, Local consultant	„Centrul de Consultanță” NGO, r. Ungheni	Tomato production in greenhouse as revenue source within private farm	PF „Pătrașcu M.”, v. Chirileni, r. Ungheni
7	Merlan Ioana, Local consultant	„Colina” NGO, r. Nisporeni	Tomato production in open field - alternative source of income within private farm	„Grozîncea” Ltd., v. Grozești, r. Nisporeni
8	Moscalu Nicolai, Local consultant	„Agro Farmer Consult” NGO, r. Șoldănești	Early cabbage production - alternative source of income within private farm	PF „Vas. Martin” v. Cușmirca, r. Șoldănești
9	Inculeț Ion, Local consultant	„TAMIR” NGO, r. Florești	Early vegetable production as income source within private farm	PF „Mandrăburcă Vasile” v. Cașunca, r. Florești
10	Mihail Odobescu, Project coordinator	„Criul-Fermier” NGO, r. Criuleni	Onion production, storage and marketing as profitable business within private farm	PF „Răbdău Ion”, v. Mașcăuți, r. Criuleni
11	Stănilă Petru, Local consultant	„Preconsagro” NGO, r. Telenești	Cultivating sweet pepper as income source within private farm	PF „Ambrosii Gheorghe”, v. Țințăreni, r. Telenești
12	Cemîrtan Eugen, Local consultant	„Centrul de Consultanță” NGO, r. Glodeni	Early cabbage production in protected field - income source within private farm	PF „Stati Const.” v. Dușmani, r. Glodeni
13	Vrabie Nicolae, Local consultant	„Hâncești-Inform” NGO, r. Hincesti	Increasing incomes from sweet pepper production by applying new growing technologies	GT „N. Vrabie”, v. Bobeica, r. Hincești
14	Cernev Victor, Local consultant	„DIALOG” NGO, Ceadîr-Lunga	vegetable production by applying modern growing techniques as alternative source of income within private farm	PF „Анаштан”, v. Joltai, r. Ceadîr Lunga
15	Curchi Mihail, Project coordinator	„Agroinfo Service” NGO, r. Orhei	Successive planting arrangements of carrot and beetroot as alternative source of income within private farm	PF „Ion Ciloci”, v. Mitoc, r. Orhei
16	Muntean Eudochia, Local consultant	„Agroasistența” NGO, r. Ștefan Vodă	Tomato production in open field as alternative source of income within private farm	PF „Spicușor Apcel” v. Crocmaz, r. Ștefan Vodă
17	Gore Tudor, Local consultant	„Nistru Agriconsult” NGO, r. Rezina	Increasing revenues from applying new technological elements in sweet pepper production within private farm	PF „Gore Teodor Andrei” v. Trifești, r. Rezina
18	Vrabie Semion, Local consultant	„Consult-infoagro” NGO, r. Cimișlia	Potato production within private farm	PF „Armaș AL” v. Baimaclia, r. Căușeni

19	Chistol Mihail, Local consultant	„Info Agro Consult” NGO, r. Cimislia	Early vegetable production in protected field as sustainable source within private farm	PF „Mihai Chistol”, v. Satul Nou, r. Cimișlia
20	Serjantu Silvia, Local consultant	„Consult Service” NGO, r. Drochia	Tomato production in open field - alternative source of income within private farm	PF „Botnari Maria” v. Chetrosu, r. Drochia
21	Josu Leon, Local consultant	„Agroform” NGO, r. Ialoveni	Obtaining double onion harvest on the same area	PF „Leon Josu”, v. Cigîrleni, r. Ialoveni
22	Bozbei Ivan, Project coordinator	„Агроконсултант” NGO, r. Тараклия	Advanced technologies in vegetable production in protected field within private farm	PF „Vihodet D”, r. Taraclia
23	Calmiș Petru, Local consultant	„Astagro” NGO, r. Strășeni	Cucumber production in greenhouse - alternative source of income within private farm	PF „Calmiș Vitalie” v. Pănășești, r. Strășeni
24	Constantin Florea, Local consultant	„ASIA” NGO, r. Cahul	Water mellow production - alternative source of income within private farm	PF „Iaconi Vasile” v. Colibaș, r. Cahul
25	Chitic Ludmila, Regional consultant	„Soragroinform” NGO, r. Soroca	Tomato production as alternative source of income within private farm	PF „Mănăscurtă Octavian”, v. Șolcani, r. Soroca
26	Agapie Valeriu, Local consultant	„Agroconsultant” NGO, r. Călărași	Increasing economic efficiency in early onion production by applying new technological elements	PF „Radu Agapi”, v. Buda, r. Călărași
27	Tomșa Nicolai, Project coordinator	„ADL” NGO, Leova	Pumpkin production as alternative source of income within private farm	PF „Tomșa Nicolai”, v. Sarata Rezești, r. Leova
28	Popa Petru, Local consultant	„UFP din Singerei” NGO, Singerei	Tomato production in open field	PF „Popa Petru”, v. Bălășești, r. Singerei
29	Marin Ilie, Local consultant	„Fermieragroinform” NGO, r. Cantemir	Utilization of advanced growing technologies - element of efficiency growth within private farm	PF „Ilie Marin”, v. Sadic, r. Cantemir

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures of RISP as for 31/12/07

Number of RBs and individuals having started to implement business/action/investment plan	217
Number of RBs generating revenue	178
Number of RBs registered as legal entities with DA support	23
Number of applicants with final business plan	283
Number of credit applications submitted	254
Total number of credit disbursed	220
Number of created working places (at startup)	736

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 2

Cumulative figures as for 31/12/07

(exchange rate for report (1 USD) is 13 MDL)

Nr	Indicator	Total to 30/09/07	Total to 31/12/07	Variation 30/09/07 - 31/12/07
1.	Number of villages where information campaign was held	365	468	103
2.	Number of people attending the public meetings	7641	9637	1996
3.	Number of applications for DA support	315	377	62
4.	Less those rejected by DA and client	55	60	5
5.	<i>Sub-total (3-4)</i>	260	317	57
6.	of which applications in progress (5-7)	6	5	
7.	Service agreements signed	254	312	58
8.	Agreements terminated by DA/client	34	49	15
9.	remaining Service Agreements active (7-8)	220	263	43
Of the active Service agreements (in 9 above):				
10.	RBs started implementing their business/investment plans	183	217	34
11.	In-progress (9-10)	37	46	9
Of those started implementing their business plans (in 10 above):				
12.	New businesses	97 (53.00%)	112 (51.61 %)	15
13.	Individual owned businesses	171 (93.44%)	204 (94.00 %)	33
14.	Group owned businesses	12 (6.557%)	13 (5.990 %)	1
15.	RBs involved in DA' post creation support (in 10 above)	130	165	35
15a.	#Days of DA' post creation support (in 10 above)	280	502	222
16.	RBs generating revenue (of those in 10 above)	143	178	35
17.	RBs with final business plans with DA assistance	235	283	48
18.	RBs registered as legal entity with DA assistance	21	23	2
19.	Credit applications to Financial Institutions (FIs)	218	254	36
20.	less those rejected or withdrawn	18	26	8
21.	Remaining credit applications active (19-20)	200	228	28
Of the active credit applications:				
22.	Loans disbursed to RBs	184	220	36
23.	Loans disbursed to operational RBs	178	212	34
24.	Loans approved but not disbursed	2	2	
25.	Loan applications still being assessed by FIs (21-22-24)	14	6	
Of the loans provided (in 22 above):				
26.	Loans provided from RISP funds	131	146	15
27.	Loans provided from other sources	53	74	21
28.	RBs without credit (of those in 10 above)	5	5	
Of those started to implement their business plan (in 10 above) the activities are:				
29.	Agricultural	55 (30.21%)	64 (29.49 %)	9
30.	Non-agricultural	127 (69.78%)	153 (70.50 %)	26
31.	Jobs created (at start-up)	633	736	103
32.	<i>Average jobs created per RB (at start-up)</i>	3	3	
33.	Total RBs costs of all RB (in 10 above)	\$5,157,372	\$5,774,240	\$616,868
34.	<i>Average RB cost (in 10 above)</i>	\$28,182	\$26,609	
35.	Total RBs costs (of those RBs receiving credit)	\$5,675,952	\$6,534,815	\$858,863
36.	of which: - credits	\$2,997,835	\$3,575,585	\$577,750
37.	- contribution of beneficiaries	\$2,678,118	\$2,959,230	\$281,113
38.	<i>average loan per RB (in 22 above)</i>	\$16,293	\$16,253	

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 2a

Cumulative figures as for 31/12/07

(exchange rate for report (1 USD) is 13 MDL)

Nr	Indicator	Total to 30/11/07	Total to 31/12/07	Variation 30/11/07 - 31/12/07
1.	Number of villages where information campaign was held	426	468	42
2.	Number of people attending the public meetings	8853	9637	784
3.	Number of applications for DA support	354	377	23
4.	Less those rejected by DA and client	58	60	2
5.	<i>Sub-total (3-4)</i>	296	317	21
6.	of which applications in progress (5-7)	6	5	
7.	Service agreements signed	290	312	22
8.	Agreements terminated by DA/client	45	49	4
9.	remaining Service Agreements active (7-8)	245	263	18
Of the active Service agreements (in 9 above):				
10.	RBs started implementing their business/investment plans	201	217	16
11.	In-progress (9-10)	44	46	2
Of those started implementing their business plans (in 10 above):				
12.	New businesses	107 (53.23%)	112 (51.61%)	5
13.	Individual owned businesses	189 (94.02%)	204 (94.00%)	15
14.	Group owned businesses	12 (5.970%)	13 (5.990%)	1
15.	RBs involved in DA' post creation support (in 10 above)	157	165	8
15a.	#Days of DA' post creation support (in 10 above)	438	502	64
16.	RBs generating revenue (of those in 10 above)	161	178	17
17.	RBs with final business plans with DA assistance	262	283	21
18.	RBs registered as legal entity with DA assistance	21	23	2
19.	Credit applications to Financial Institutions (FIs)	239	254	15
20.	less those rejected or withdrawn	24	26	2
21.	Remaining credit applications active (19-20)	215	228	13
Of the active credit applications:				
22.	Loans disbursed to RBs	203	220	17
23.	Loans disbursed to operational RBs	196	212	16
24.	Loans approved but not disbursed	5	2	
25.	Loan applications still being assessed by FIs (21-22-24)	7	6	
Of the loans provided (in 22 above):				
26.	Loans provided from RISP funds	138	146	8
27.	Loans provided from other sources	65	74	9
28.	RBs without credit (of those in 10 above)	5	5	
Of those started to implement their business plan (in 10 above) the activities are:				
29.	Agricultural	57 (28.35%)	64 (29.49%)	7
30.	Non-agricultural	144 (71.64%)	153 (70.50%)	9
31.	Jobs created (at start-up)	675	736	61
32.	<i>Average jobs created per RB (at start-up)</i>	3	3	
33.	Total RBs costs of all RB (in 10 above)	\$5,561,072	\$5,774,240	\$213,168
34.	<i>Average RB cost (in 10 above)</i>	\$27,667	\$26,609	
35.	Total RBs costs (of those RBs receiving credit)	\$6,109,688	\$6,534,815	\$425,127
36.	of which: - credits	\$3,325,619	\$3,575,585	\$249,965
37.	- contribution of beneficiaries	\$2,784,068	\$2,959,230	\$175,162
38.	<i>average loan per RB (in 22 above)</i>	\$16,382	\$16,253	

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 3

Cumulative figures as for 31/12/07

(exchange rate for report (1 USD) is 13 MDL)

Nr	Indicator	Total to		Total to		31/12/07	
		30/09/07	ACA	CCA	CDR	MEGA	Total
1.	Number of villages where information campaign was held	365	85	105	187	91	468
2.	Number of people attending the public meetings	7641	1766	1870	4210	1791	9637
3.	Number of applications for DA support	315	69	99	74	135	377
4.	Less those rejected by DA and client	55	6	34	4	16	60
5.	Sub-total (3-4)	260	63	65	70	119	317
6.	of which applications in progress (5-7)	6	2	1	0	2	5
7.	Service agreements signed	254	61	64	70	117	312
8.	Agreements terminated by DA/client	34	6	11	11	21	49
9.	remaining Service Agreements active (7-8)	220	55	53	59	96	263
Of the active Service agreements (in 9 above):							
10.	RBs started implementing their business/investment plans	183	43	35	56	83	217
11.	In-progress (9-10)	37	12	18	3	13	46
Of those started implementing their business plans (in 10 above):							
12.	New businesses	97 (53.0 %)	23	17	18	54	112
13.	Individual owned businesses	171 (93.4 %)	38	34	54	78	204
14.	Group owned businesses	12 (6.6 %)	5	1	2	5	13
15.	RBs involved in DA' post creation support (in 10 above)	130	23	31	38	73	165
15a.	#Days of DA' post creation support (in 10 above)	280	28	82	109	283	502
16.	RBs generating revenue (of those in 10 above)	143	35	34	51	58	178
17.	RBs with final business plans with DA assistance	235	58	61	64	100	283
18.	RBs registered as legal entity with DA assistance	21	4	6	4	9	23
19.	Credit applications to Financial Institutions (FIs)	218	46	47	63	98	254
20.	less those rejected or withdrawn	18	1	8	5	12	26
21.	Remaining credit applications active (19-20)	200	45	39	58	86	228
Of the active credit applications:							
22.	Loans disbursed to RBs	184	45	34	58	83	220
23.	Loans disbursed to operational RBs	178	43	30	56	83	212
24.	Loans approved but not disbursed	2	0	1	0	1	2
25.	Loan applications still being assessed by FIs (21-22-24)	14	0	4	0	2	6
Of the loans provided (in 22 above):							
26.	Loans provided from RISP funds	131	38	20	45	43	146
27.	Loans provided from other sources	53	7	14	13	40	74
28.	RBs without credit (of those in 10 above)	5	0	5	0	0	5
Of those started to implement their business plan (in 10 above) the activities are:							
29.	Agricultural	55 (30 %)	17 %	13	15	19	64 (29. %) 5
30.	Non-agricultural	127 (70 %)	26	22	41	64	153 (70. %) 5
31.	Jobs created (at start-up)	633	164	96	268	208	736
32.	Average jobs created per RB (at start-up)	3	4	3	5	3	3
33.	Total RBs costs of all RB (in 10 above)	\$5,157,372	\$1,443,184	\$909,607	\$1,641,082	\$1,780,368	\$5,774,240
34.	Average RB cost (in 10 above)	\$28,182	\$33,562	\$25,989	\$29,305	\$21,450	\$26,609
35.	Total RBs costs (of those RBs receiving credit)	\$5,675,952	\$1,594,881	\$1,496,176	\$1,663,390	\$1,780,368	\$6,534,815
36.	of which: - credits	\$2,997,835	\$901,101	\$737,439	\$897,538	\$1,039,507	\$3,575,585
37.	- contribution of beneficiaries	\$2,678,118	\$693,781	\$758,738	\$765,851	\$740,861	\$2,959,230
38.	average loan per RB (in 22 above)	\$16,293	\$20,024	\$21,689	\$15,475	\$12,524	\$16,253

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 3a

Cumulative figures as for 31/12/07

(exchange rate for report (1 USD) is 13 MDL)

Nr	Indicator	Total to		Total to		31/12/07	
		30/11/07	ACA	CCA	CDR	MEGA	Total
1.	Number of villages where information campaign was held	426	85	105	187	91	468
2.	Number of people attending the public meetings	8853	1766	1870	4210	1791	9637
3.	Number of applications for DA support	354	69	99	74	135	377
4.	Less those rejected by DA and client	58	6	34	4	16	60
5.	Sub-total (3-4)	296	63	65	70	119	317
6.	of which applications in progress (5-7)	6	2	1	0	2	5
7.	Service agreements signed	290	61	64	70	117	312
8.	Agreements terminated by DA/client	45	6	11	11	21	49
9.	remaining Service Agreements active (7-8)	245	55	53	59	96	263
Of the active Service agreements (in 9 above):							
10.	RBs started implementing their business/investment plans	201	43	35	56	83	217
11.	In-progress (9-10)	44	12	18	3	13	46
Of those started implementing their business plans (in 10 above):							
12.	New businesses	107 (53.2 %)	23	17	18	54	112
13.	Individual owned businesses	189 (94.0 %)	38	34	54	78	204
14.	Group owned businesses	12 (6.0 %)	5	1	2	5	13
15.	RBs involved in DA' post creation support (in 10 above)	157	23	31	38	73	165
15a.	#Days of DA' post creation support (in 10 above)	438	28	82	109	283	502
16.	RBs generating revenue (of those in 10 above)	161	35	34	51	58	178
17.	RBs with final business plans with DA assistance	262	58	61	64	100	283
18.	RBs registered as legal entity with DA assistance	21	4	6	4	9	23
19.	Credit applications to Financial Institutions (FIs)	239	46	47	63	98	254
20.	less those rejected or withdrawn	24	1	8	5	12	26
21.	Remaining credit applications active (19-20)	215	45	39	58	86	228
Of the active credit applications:							
22.	Loans disbursed to RBs	203	45	34	58	83	220
23.	Loans disbursed to operational RBs	196	43	30	56	83	212
24.	Loans approved but not disbursed	5	0	1	0	1	2
25.	Loan applications still being assessed by FIs (21-22-24)	7	0	4	0	2	6
Of the loans provided (in 22 above):							
26.	Loans provided from RISP funds	138	38	20	45	43	146
27.	Loans provided from other sources	65	7	14	13	40	74
28.	RBs without credit (of those in 10 above)	5	0	5	0	0	5
Of those started to implement their business plan (in 10 above) the activities are:							
29.	Agricultural	57 (28 %)	17 %	13	15	19	64 (29. %) 5
30.	Non-agricultural	144 (72 %)	26	22	41	64	153 (70. %) 5
31.	Jobs created (at start-up)	675	164	96	268	208	736
32.	Average jobs created per RB (at start-up)	3	4	3	5	3	3
33.	Total RBs costs of all RB (in 10 above)	\$5,561,072	\$1,443,184	\$909,607	\$1,641,082	\$1,780,368	\$5,774,240
34.	Average RB cost (in 10 above)	\$27,667	\$33,562	\$25,989	\$29,305	\$21,450	\$26,609
35.	Total RBs costs (of those RBs receiving credit)	\$6,109,688	\$1,594,881	\$1,496,176	\$1,663,390	\$1,780,368	\$6,534,815
36.	of which: - credits	\$3,325,619	\$901,101	\$737,439	\$897,538	\$1,039,507	\$3,575,585
37.	- contribution of beneficiaries	\$2,784,068	\$693,781	\$758,738	\$765,851	\$740,861	\$2,959,230
38.	average loan per RB (in 22 above)	\$16,382	\$20,024	\$21,689	\$15,475	\$12,524	\$16,253

RURAL INVESTMENT AND SERVICES PROJECT

Rural Business Development Component

Analysis of the quantitative progress of the RBDC 31/12/07

I. RBDC Achievements according to the global target

Total target of RBDC		600 RBs
Total amount of months		46
Number of months till	30/06/10	30
Target at	31/12/07	224 RBs

II. RBDC Achievements according to DAs targets

Target at 31/12/07 56 RBs/DA (according to the agreements signed between MAFI and DA)

Targets	RISP at 31/12/07	Target la 31/12/07	Level of fulfilment	Project global target
<i>RBs started to implement business plans</i>	217	224	96.88%	600
<i>individuals</i>	204			
<i>group</i>	13			
<i>new businesses</i>	112			300 at least
<i>extensions</i>	105			
<i>agricultural</i>	64			
<i>non-agricultural</i>	153			200 at least
<i>Other indicators</i>				
<i>Promotion activities</i>	468	600	78.00%	900
<i>Business plans</i>	283	290	97.67%	833
<i>Credit disbursed</i>	220	290	75.93%	833
<i>Post creation support</i>	165	224	73.66%	600
<i>Nr of days of post creation support</i>	502			3,000

III. RBDC Achievements according to DAs targets per agency

Comparing with target at 31/12/07

Targets	ACA	CCA	CDR	MEGA	Target per Agency at 31/12/07
<i>RBs started to implement business plans</i>	43	35	56	83	56
<i>individuals</i>	38	34	54	78	
<i>group</i>	5	1	2	5	
<i>new businesses</i>	23	17	18	54	
<i>extensions</i>	20	18	38	29	
<i>agricultural</i>	17	13	15	19	
<i>non-agricultural</i>	26	22	41	64	
<i>Other indicators</i>					
<i>Promotion activities</i>	85	105	187	91	150
<i>Business plans</i>	58	61	64	100	72
<i>Credit disbursed</i>	45	34	58	83	72
<i>Post creation support</i>	23	31	38	73	56
<i>Nr of days of post creation support</i>	28	82	109	283	

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Qualitative indicators		31/12/07					
Nr	Indicator	ACA	CCA	CDR	MEGA	Total	
1. Employment							
	Nr. of working places created (at startup)	164	96	268	208	736	
	Nr. of working places created adjusted acc. to last monitoring	190	253	272	244	959	
Nr. of working places created at businesses monitored within the last 12 months							
		173	239	135	187	734	
	Men	107	92	78	134	411	56%
	Women	66	147	57	53	323	44%
Number of shareholders employed		43	31	23	39	136	
	Men	29	22	16	24	91	67%
	Women	14	9	7	15	45	33%
Number of employees unemployed before		42	18	16	55	131	
Average salary of employees per one RB		1,712	1,365	1,256	1,265	1,365	
	Men	1,689	1,406	1,409	1,226	1,371	
	Women	1,746	1,300	1,094	1,355	1,354	
Average salary for one employed shareholder		2,444	1,868	2,035	1,423	1,828	
	Men	2,858	1,886	2,133	1,405	1,931	
	Women	1,617	1,814	1,800	1,452	1,612	
Average salary before project		1,250	638	1,400	657	752	
	Men	2500	717	1,600	604	733	
	Women	1,250	400	1,000	709	772	
2. Business sustainability							
Nr. of businesses monitored within the last 12 months		42	32	43	59	176	
of those the level of risk at last monitoring visit:							
	Number of RBs with intensive care requirement	0	0	0	0	0	
	Number of RBs with high risk level	0	0	0	1	1	
	Number of RBs with medium risk level	4	0	0	2	6	
	Number of RBs with low risk level	38	32	43	56	169	
	Number of RBs with undefined risk level	0	0	0	0	0	
3. Taxes							
collected at businesses monitored within the last 12 months							
	VAT paid	567,090	177,000	368,800	1,005,890	2,118,780	
	Income taxes and local taxes paid	385,311	65,843	371,420	121,221	943,795	
	Social fund, income tax, pension fund, etc (from salaries) paid	248,789	32,076	108,166	0	389,031	
4. Credit Information							
Number of businesses with credit		45	34	58	83	220	
of those							
Number of RBs leaving project support as self-sustainable		0	3	0	0	3	
Number of RBs with credit under service agreement with DA		45	31	58	83	217	
Number of RBs failing their obligation to repay credit		0	0	0	0	0	
Number of RBs seeking/obtaining second loan		0	0	0	0	0	
Number of RBs requesting second time DA assistance (payed)		0	0	0	0	0	

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures as for 31/12/07

Loans disbursed by Regions and Sources of Funding

Nr	Rayon	RISP	Other Sources	Total
1	Balti		1	1
2	Basarabasca	4	3	7
3	Briceni	5	1	6
4	Cahul	6	13	19
5	Calarasi	2	1	3
6	Cantemir	3	2	5
7	Causeni	4	1	5
8	Chisinau	2	1	3
9	Cimislia	3	2	5
10	Criuleni	1		1
11	Donduseni	4	1	5
12	Drochia	11	1	12
13	Dubasari	1		1
14	Edinet	13	3	16
15	Falesti	2	1	3
16	Floresti	5	3	8
17	Glodeni	5	4	9
18	Hincesti	8	2	10
19	Ialoveni	5	1	6
20	Leova		1	1
21	Nisporeni	2		2
22	Ocnita	1		1
23	Orhei	9	2	11
24	Rezina	3	1	4
25	Riscani	6	3	9
26	Singerei		4	4
27	Soldanesti	4	2	6
28	Soroca	2	1	3
29	Stefan Voda	4	3	7
30	Straseni	6		6
31	Taraclia	3		3
32	Telenesti	7		7
33	Ungheni	3		3
34	UTAG	12	16	28
	<i>Grand Total</i>	<i>146</i>	<i>74</i>	<i>220</i>

NOTE: 'Chisinau' refers to the villages which are part of the Chisinau municipality

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures as for 31/12/07

Amount of Loans disbursed by Regions and Sources of Funding, MDL

	RI SP	Other Sources	Total
1 Balti		463,386	463,386
2 Basarabasca	376,000	260,000	636,000
3 Briceni	1,702,000	562,500	2,264,500
4 Cahul	949,595	1,856,000	2,805,595
5 Calarasi	640,000	156,000	796,000
6 Cantemir	310,000	300,000	610,000
7 Causeni	1,180,000	50,000	1,230,000
8 Chisinau	1,333,600	30,000	1,363,600
9 Cimislia	1,405,000	344,000	1,749,000
10 Criuleni	200,000		200,000
11 Donduseni	879,500	100,000	979,500
12 Drochia	3,343,200	300,000	3,643,200
13 Dubasari	50,000		50,000
14 Edinet	1,720,800	350,000	2,070,800
15 Falesti	536,416	551,551	1,087,967
16 Floresti	470,000	1,080,000	1,550,000
17 Glodeni	1,432,128	835,000	2,267,128
18 Hincesti	1,055,000	49,000	1,104,000
19 Ialoveni	1,658,000	72,000	1,730,000
20 Leova		150,000	150,000
21 Nisporeni	854,000		854,000
22 Ocnita	260,000		260,000
23 Orhei	2,250,000	400,000	2,650,000
24 Rezina	625,000	300,000	925,000
25 Riscani	1,240,000	1,153,690	2,393,690
26 Singerei		319,530	319,530
27 Soldanesti	1,320,000	415,707	1,735,707
28 Soroca	120,000	200,000	320,000
29 Stefan Voda	430,000	150,000	580,000
30 Straseni	1,102,000		1,102,000
31 Taraclia	830,000		830,000
32 Telenesti	1,958,000		1,958,000
33 Ungheni	1,405,000		1,405,000
34 UTAG	2,845,000	1,554,000	4,399,000
<i>Grand Total</i>	<i>34,480,239</i>	<i>12,002,364</i>	<i>46,482,603</i>

NOTE: 'Chisinau' refers to the villages which are part of the Chisinau municipality

Annex RBD 7
RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures as for 31/12/07

Rural Businesses Started Activity by Regions and Sources of Funding

	RISP	Other Sources	Without credits	Total
1 Balti		1		1
2 Basarabasca	4	3		7
3 Briceni	5	1		6
4 Cahul	6	13		19
5 Calarasi	2			2
6 Cantemir	3	2		5
7 Causeni	4	1		5
8 Chisinau	1	1		2
9 Cimislia	3	2		5
10 Criuleni	1			1
11 Donduseni	3	1		4
12 Drochia	11	1		12
13 Dubasari	1			1
14 Edinet	13	3		16
15 Falesti	2			2
16 Floresti	5	3		8
17 Glodeni	5	4	1	10
18 Hincesti	8	2		10
19 Ialoveni	5	1		6
20 Leova		1		1
21 Nisporeni	1		1	2
22 Ocnita	1			1
23 Orhei	9	2		11
24 Rezina	3	1		4
25 Riscani	6	3	1	10
26 Singerei		4	1	5
27 Soldanesti	3	2		5
28 Soroca	2	1		3
29 Stefan Voda	4	2		6
30 Straseni	6			6
31 Taraclia	3			3
32 Telenesti	7			7
33 Ungheni	2		1	3
34 UTAG	12	16		28
<i>Grand Total</i>	<i>141</i>	<i>71</i>	<i>5</i>	<i>217</i>

NOTE: 'Chisinau' refers to the villages which are part of the Chisinau municipality

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures as for 31/12/07

Rural Businesses Started Activity by Types of Activity and Sources of Funding

	RISP	Other Sources	Without credits	Total	Weight
Agriculture					
1 Agricultural service activities	3	3	2	8	3.7%
2 Crops production	19	11	1	31	14.3%
3 Livestock production	16	9		25	11.5%
Total Agriculture	38	23	3	64	29.5%
non-Agriculture					
4 Fishing	1	1		2	0.9%
5 Manufacture of food products and beverages	7	6	1	14	6.5%
6 Manufacture of wearing apparel; dressing and dyeing of fur	2			2	0.9%
7 Manufacture of wood and wood products	3	1		4	1.8%
8 Manufacture of rubber and plastic products	1			1	0.5%
9 Manufacture of other non-metallic mineral	3	3		6	2.8%
10 Manufacture of fabricated metal products, except machinery and equipment	1			1	0.5%
11 Manufacture of electrical machinery and apparatus n.e.c.	1			1	0.5%
12 Manufacture of furniture; manufacturing n.e.c.	2	2		4	1.8%
13 Construction	1			1	0.5%
14 Retail trade	31	5		36	16.6%
15 Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel	9	3	1	13	6.0%
16 Wholesale trade and commission trade, except of motor vehicles and motorcycles	4	5		9	4.1%
17 Hotels and restaurants	4	5		9	4.1%
18 Land transport	19	7		26	12.0%
19 Post and telecommunications	2	1		3	1.4%
20 Supporting and auxiliary transport activities; activities of travel agencies	1			1	0.5%
21 Other business activities (mainly focus on the business sector)		2		2	0.9%
22 Health and social work		1		1	0.5%
23 Other service activities (mainly provided to private households)	7	4		11	5.1%
24 Recreational, cultural and sporting activities	4	2		6	2.8%
Total non-Agriculture	103	48	2	153	70.5%
Grand Total	141	71	5	217	100.0%

Note: This classification is accomplished according to CAEM Clasificati (Classification of Activities of the Moldovan Economy) elaborated by the Statistical Department

Thursday, January 17, 2008

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 8a

Cumulative figures as for 31/12/07

Rural Businesses Started Activity by Types of Activity (per DA)

		ACA		CCA		CDR		MEGA		Total	Weight	
Agriculture												
	1	Agricultural service activities	1	2.3%	4	11.4%			3	3.6%	8	3.7%
	2	Crops production	8	18.6%	6	17.1%	10	17.9%	7	8.4%	31	14.3%
	3	Livestock production	8	18.6%	3	8.6%	5	8.9%	9	10.8%	25	11.5%
Total		Agriculture	17	39.5%	13	37.1%	15	26.8%	19	22.9%	64	29.5%
non-Agriculture												
	4	Fishing							2	2.4%	2	0.9%
	5	Manufacture of food products and	3	7.0%	4	11.4%	4	7.1%	3	3.6%	14	6.5%
	6	Manufacture of wearing apparel; dressing and dyeing of fur			1	2.9%	1	1.8%			2	0.9%
	7	Manufacture of wood and wood products	2	4.7%	1	2.9%			1	1.2%	4	1.8%
	8	Manufacture of rubber and plastic products							1	1.2%	1	0.5%
	9	Manufacture of other non-metallic mineral products	1	2.3%			1	1.8%	4	4.8%	6	2.8%
	10	Manufacture of fabricated metal products, except machinery and equipment					1	1.8%			1	0.5%
	11	Manufacture of electrical machinery and apparatus n.e.c.			1	2.9%					1	0.5%
	12	Manufacture of furniture; manufacturing			2	5.7%			2	2.4%	4	1.8%
	13	Construction	1	2.3%							1	0.5%
	14	Retail trade	10	23.3%	4	11.4%	12	21.4%	10	12.0%	36	16.6%
	15	Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of	4	9.3%	1	2.9%	3	5.4%	5	6.0%	13	6.0%
	16	Wholesale trade and commission trade, except of motor vehicles and motorcycles	1	2.3%	1	2.9%	4	7.1%	3	3.6%	9	4.1%
	17	Hotels and restaurants			1	2.9%	3	5.4%	5	6.0%	9	4.1%
	18	Land transport	2	4.7%	4	11.4%	6	10.7%	14	16.9%	26	12.0%
	19	Post and telecommunications							3	3.6%	3	1.4%
	20	Supporting and auxiliary transport activities; activities of travel agencies			1	2.9%					1	0.5%
	21	Other business activities (mainly focus on the business sector)							2	2.4%	2	0.9%
	22	Health and social work							1	1.2%	1	0.5%
	23	Other service activities (mainly provided to private households)	1	2.3%			4	7.1%	6	7.2%	11	5.1%
	24	Recreational, cultural and sporting activities	1	2.3%	1	2.9%	2	3.6%	2	2.4%	6	2.8%
Total		non-Agriculture	26	60.5%	22	62.9%	41	73.2%	64	77.1%	153	70.5%
		Grand Total	43	100%	35	100%	56	100%	83	100%	217	100%

Note: This classification is accomplished according to CAEM Clasification (Classification of Activities of the Moldovan Economy) elaborated by the Statistical Department

Thursday, January 17, 2008

Page 2 of 2

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Annex RBD 8b

Cumulative figures as for 31/12/07

Rural Businesses (Started and the Pipeline) by Types of Activity (per DA)

		ACA		CCA		CDR		MEGA		Total	Weight		
Agriculture													
	1	Agricultural service activities		1	1.8%	6	11.3%	2	3.4%	3	3.1%	12	4.6%
	2	Crops production		8	14.5%	12	22.6%	10	16.9%	12	12.5%	42	16.0%
	3	Livestock production		15	27.3%	4	7.5%	5	8.5%	10	10.4%	34	12.9%
Total		Agriculture		24	43.6%	22	41.5%	17	28.8%	25	26.0%	88	33.5%
non-Agriculture													
	4	Fishing								2	2.1%	2	0.8%
	5	Manufacture of food products and		4	7.3%	5	9.4%	4	6.8%	4	4.2%	17	6.5%
	6	Manufacture of wearing apparel; dressing and dyeing of fur				1	1.9%	1	1.7%			2	0.8%
	7	Manufacture of wood and wood products		2	3.6%	1	1.9%			1	1.0%	4	1.5%
	8	Manufacture of rubber and plastic products								1	1.0%	1	0.4%
	9	Manufacture of other non-metallic mineral products		1	1.8%	1	1.9%	1	1.7%	5	5.2%	8	3.0%
	10	Manufacture of fabricated metal products, except machinery and equipment						1	1.7%			1	0.4%
	11	Manufacture of electrical machinery and apparatus n.e.c.				1	1.9%					1	0.4%
	12	Manufacture of furniture; manufacturing				2	3.8%			2	2.1%	4	1.5%
	13	Construction		1	1.8%					1	1.0%	2	0.8%
	14	Retail trade		11	20.0%	8	15.1%	13	22.0%	11	11.5%	43	16.3%
	15	Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of		4	7.3%	2	3.8%	3	5.1%	5	5.2%	14	5.3%
	16	Wholesale trade and commission trade, except of motor vehicles and motorcycles		1	1.8%	1	1.9%	4	6.8%	3	3.1%	9	3.4%
	17	Hotels and restaurants				1	1.9%	3	5.1%	5	5.2%	9	3.4%
	18	Land transport		4	7.3%	5	9.4%	6	10.2%	16	16.7%	31	11.8%
	19	Post and telecommunications								4	4.2%	4	1.5%
	20	Supporting and auxiliary transport activities; activities of travel agencies				1	1.9%					1	0.4%
	21	Other business activities (mainly focus on the business sector)								2	2.1%	2	0.8%
	22	Health and social work								1	1.0%	1	0.4%
	23	Other service activities (mainly provided to private households)		1	1.8%			4	6.8%	6	6.3%	11	4.2%
	24	Recreational, cultural and sporting activities		2	3.6%	2	3.8%	2	3.4%	2	2.1%	8	3.0%
Total		non-Agriculture		31	56.4%	31	58.5%	42	71.2%	71	74.0%	175	66.5%
		Grand Total		55	100%	53	100%	59	100%	96	100%	263	100%

Note: This classification is accomplished according to CAEM Clasification (Classification of Activities of the Moldovan Economy) elaborated by the Statistical Department

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Page 1 of 1

RURAL INVESTMENT AND SERVICES PROJECT
Rural Business Development Component

Cumulative figures as for 31/12/07

Amount of credits Disbursed for Rural Businesses Started Activity by
Types of Activity and Sources of Funding

	RISP	Other Sources	Total
Agriculture			
1 Agricultural service activities	230,000	313,000	543,000
2 Crops production	3,707,400	2,710,220	6,417,620
3 Livestock production	4,055,000	1,230,000	5,285,000
Total Agriculture	7,992,400	4,253,220	12,245,620
non-Agriculture			
4 Fishing	35,000	20,000	55,000
5 Manufacture of food products and	1,861,595	1,333,386	3,194,981
6 Manufacture of wearing apparel; dressing and dyeing of fur	717,128		717,128
7 Manufacture of wood and wood products	340,000	150,000	490,000
8 Manufacture of rubber and plastic products	300,000		300,000
9 Manufacture of other non-metallic mineral products	246,000	312,000	558,000
10 Manufacture of fabricated metal products, except machinery and equipment	120,000		120,000
11 Manufacture of electrical machinery and apparatus n.e.c.	275,000		275,000
12 Manufacture of furniture; manufacturing	505,216	163,000	668,216
13 Construction	330,000		330,000
14 Retail trade	6,993,200	623,000	7,616,200
15 Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of	2,250,000	525,707	2,775,707
16 Wholesale trade and commission trade, except of motor vehicles and motorcycles	1,431,500	1,482,500	2,914,000
17 Hotels and restaurants	1,543,600	913,000	2,456,600
18 Land transport	4,315,000	759,000	5,074,000
19 Post and telecommunications	298,000	30,000	328,000
20 Supporting and auxiliary transport activities; activities of travel agencies	230,000		230,000
21 Other business activities (mainly focus on the business sector)		60,000	60,000
22 Health and social work		30,000	30,000
23 Other service activities (mainly provided to private households)	954,600	276,000	1,230,600
24 Recreational, cultural and sporting activities	628,000	314,000	942,000
Total non-Agriculture	23,373,839	6,991,593	30,365,432
Grand Total	31,366,239	11,244,813	42,611,052

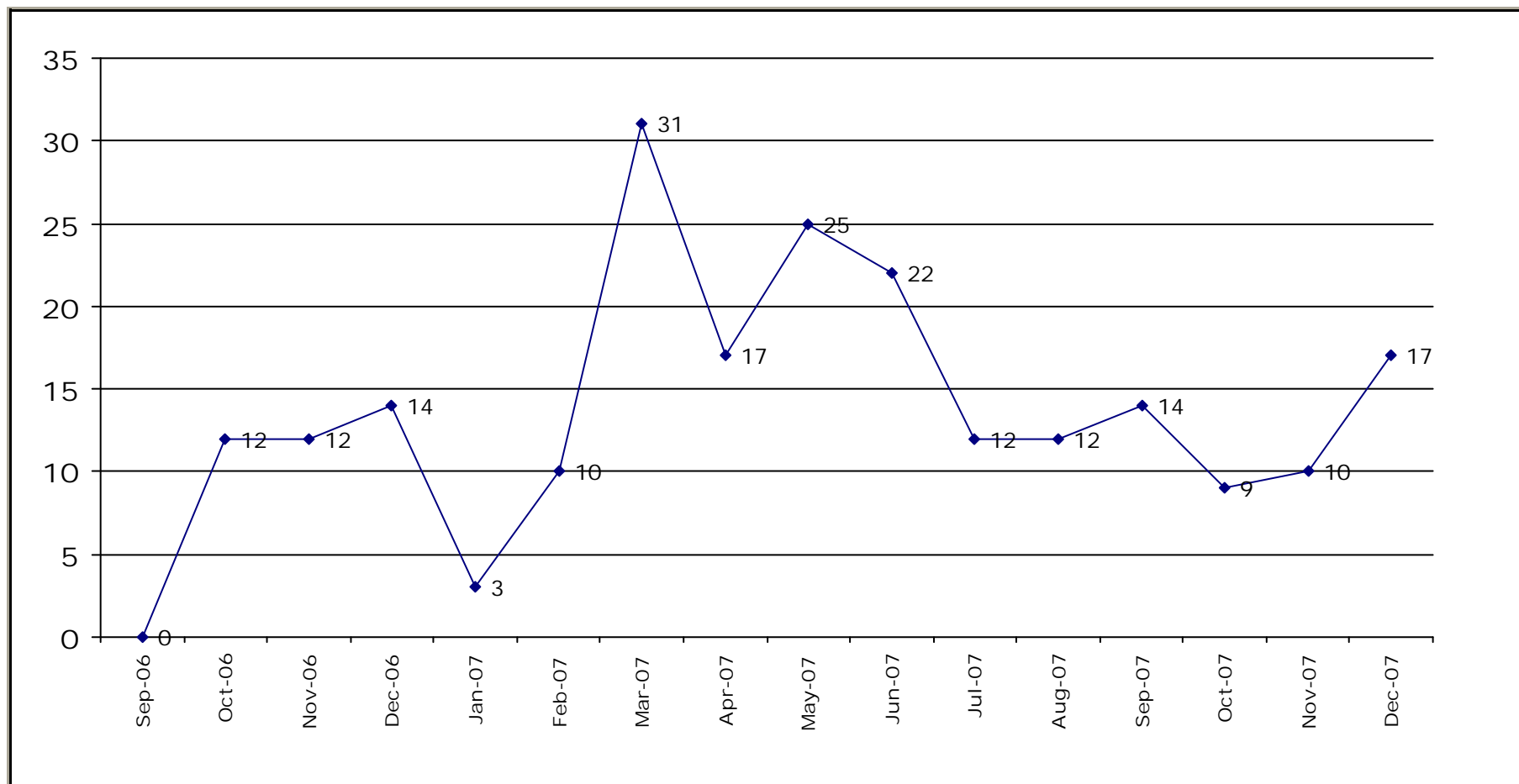
Note: This classification is accomplished according to CAEM Clasification (Classification of Activities of the Moldovan Economy) elaborated by the Statistical Department

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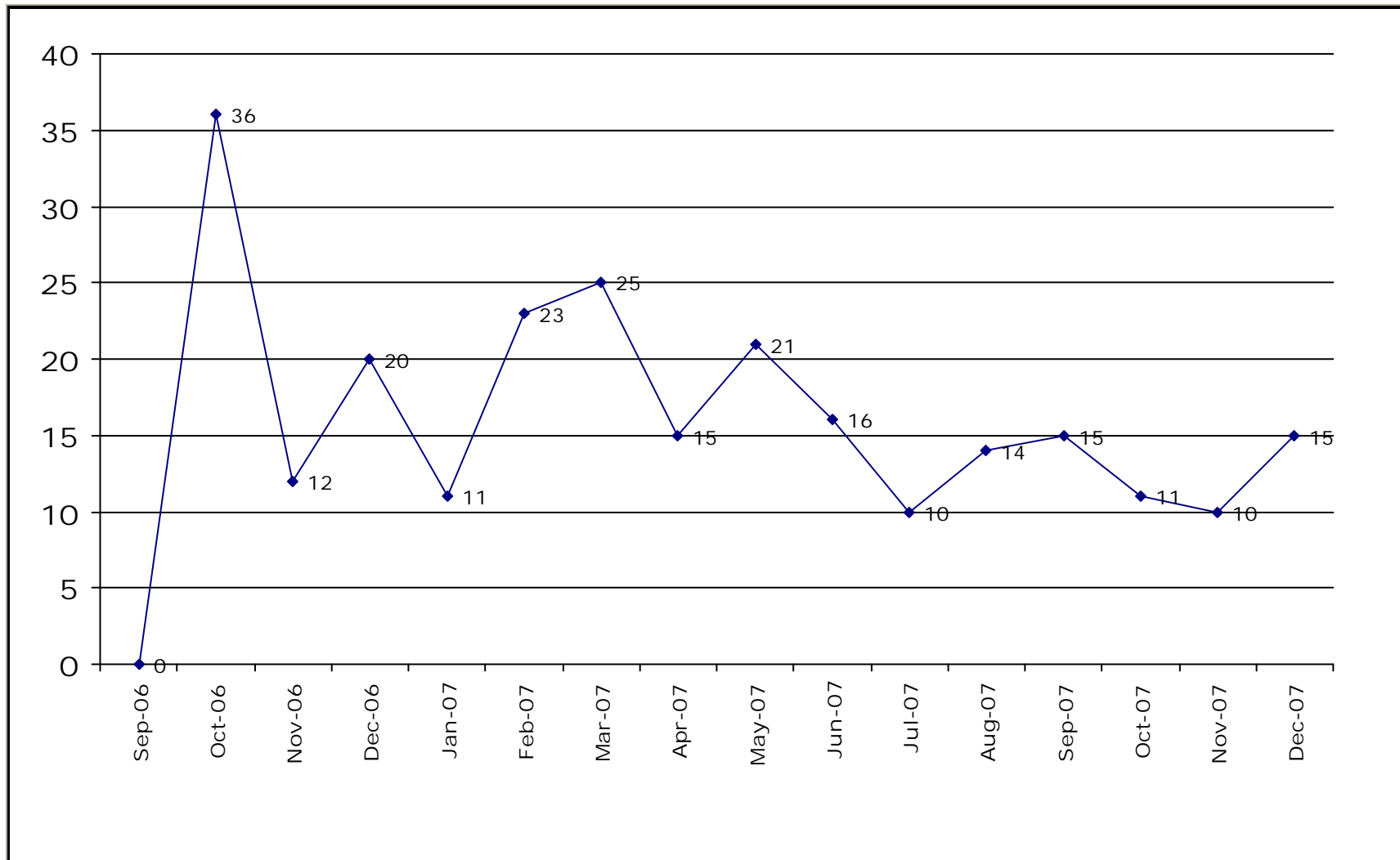
Rural Business Development Component

Dynamic of Loans Disbursed



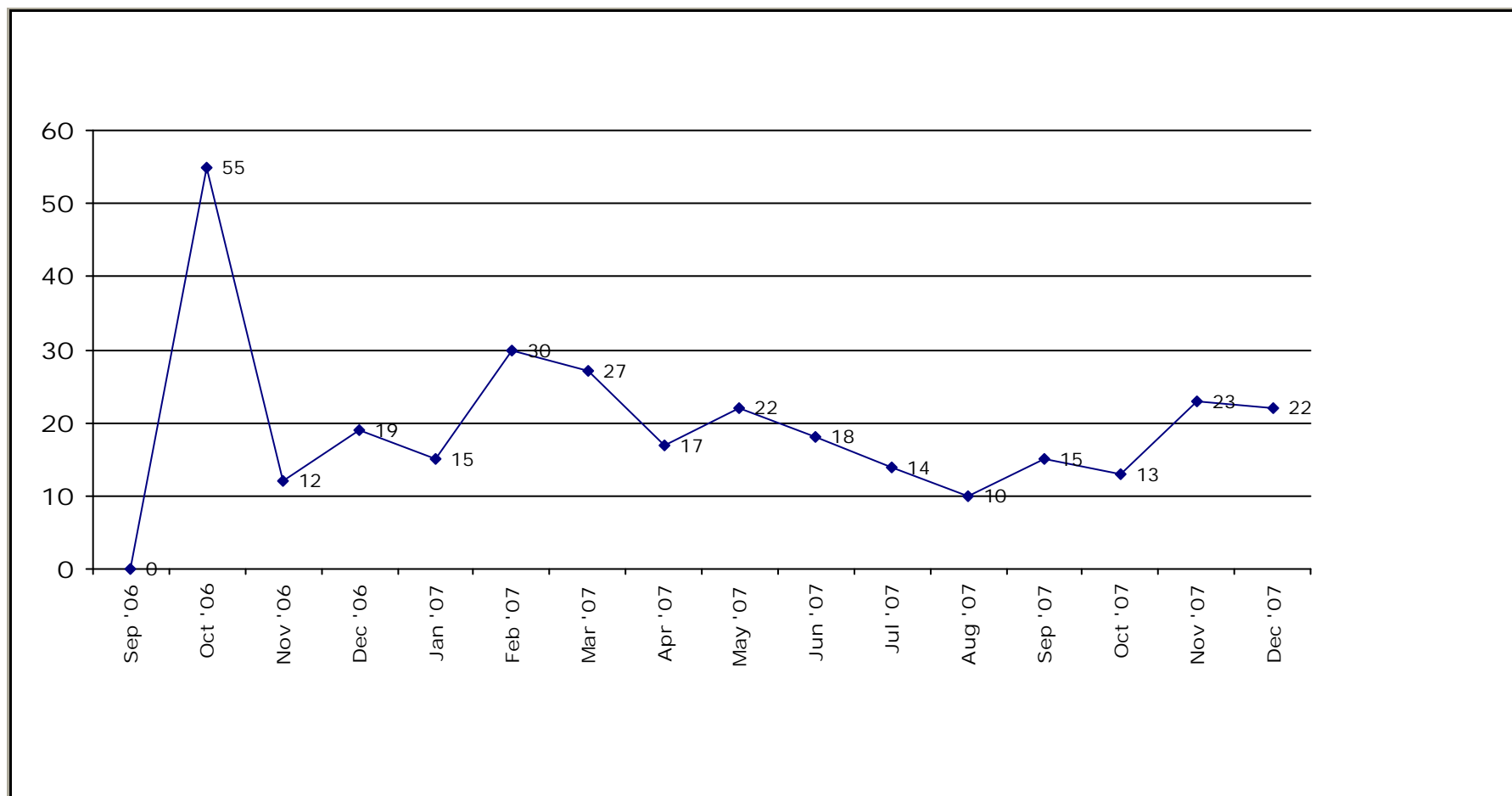
Rural Business Development Component

Dynamic of Loan Applications Submitted



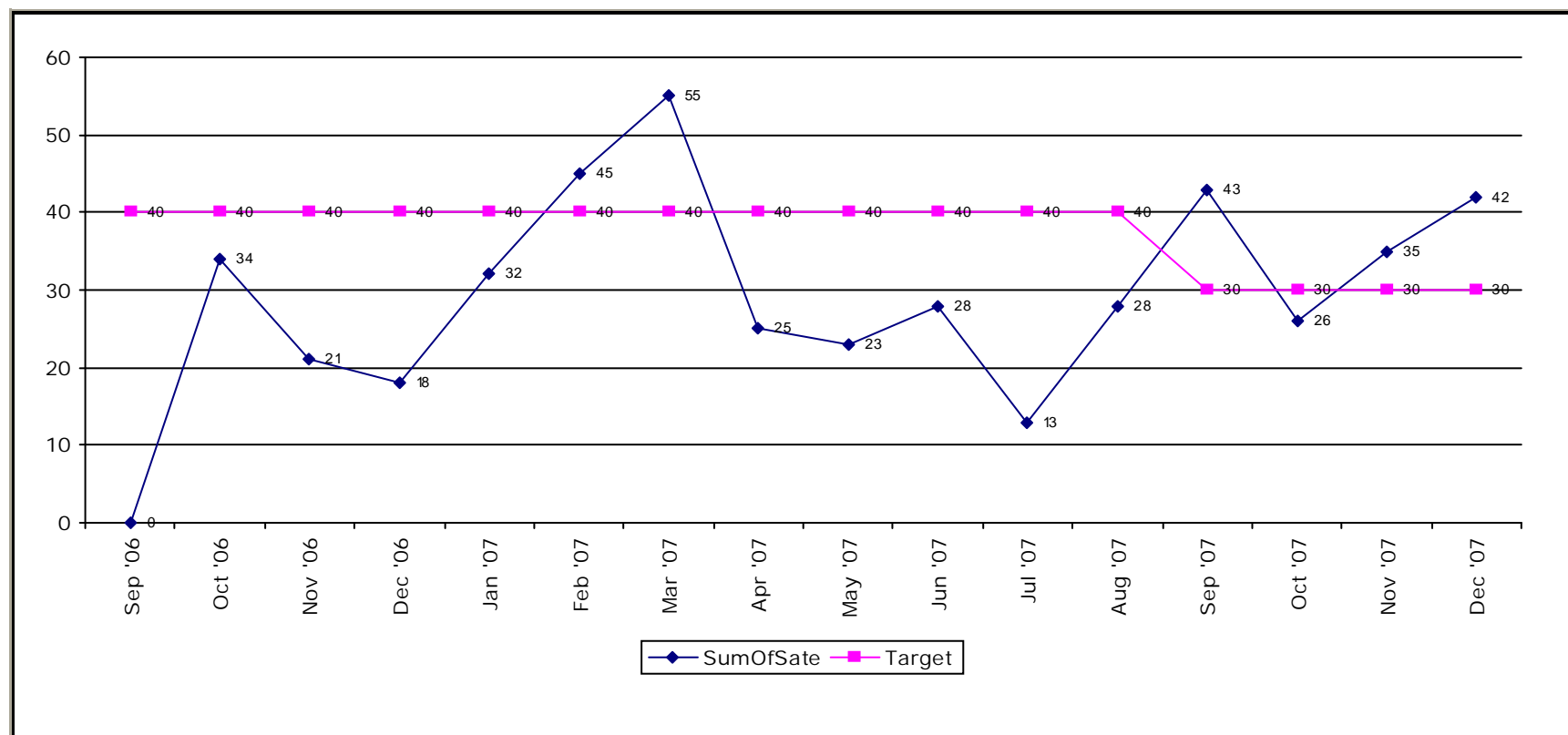
Rural Business Development Component

Dynamic of Service Agreements Signed

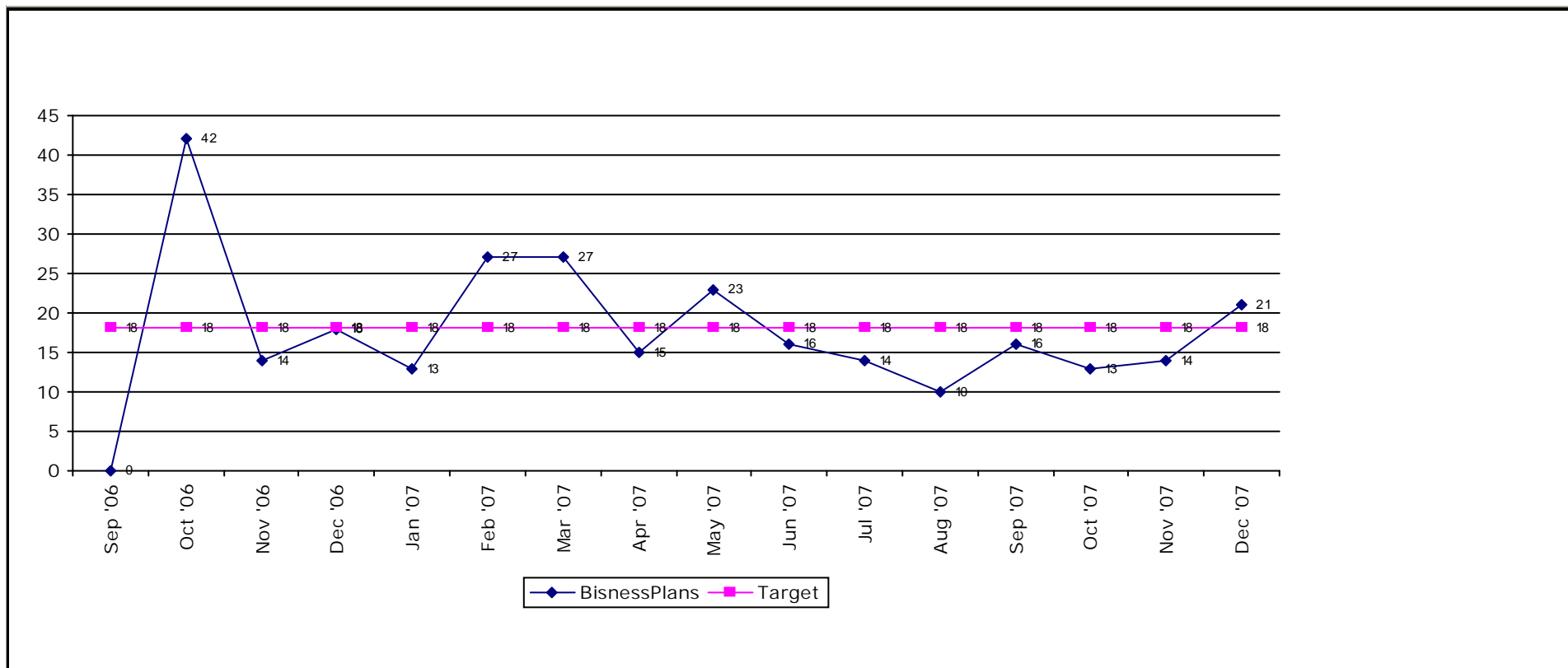


Rural Business Development Component

Nr of promotion activities versus target according to DAs contracts (2006-2010)

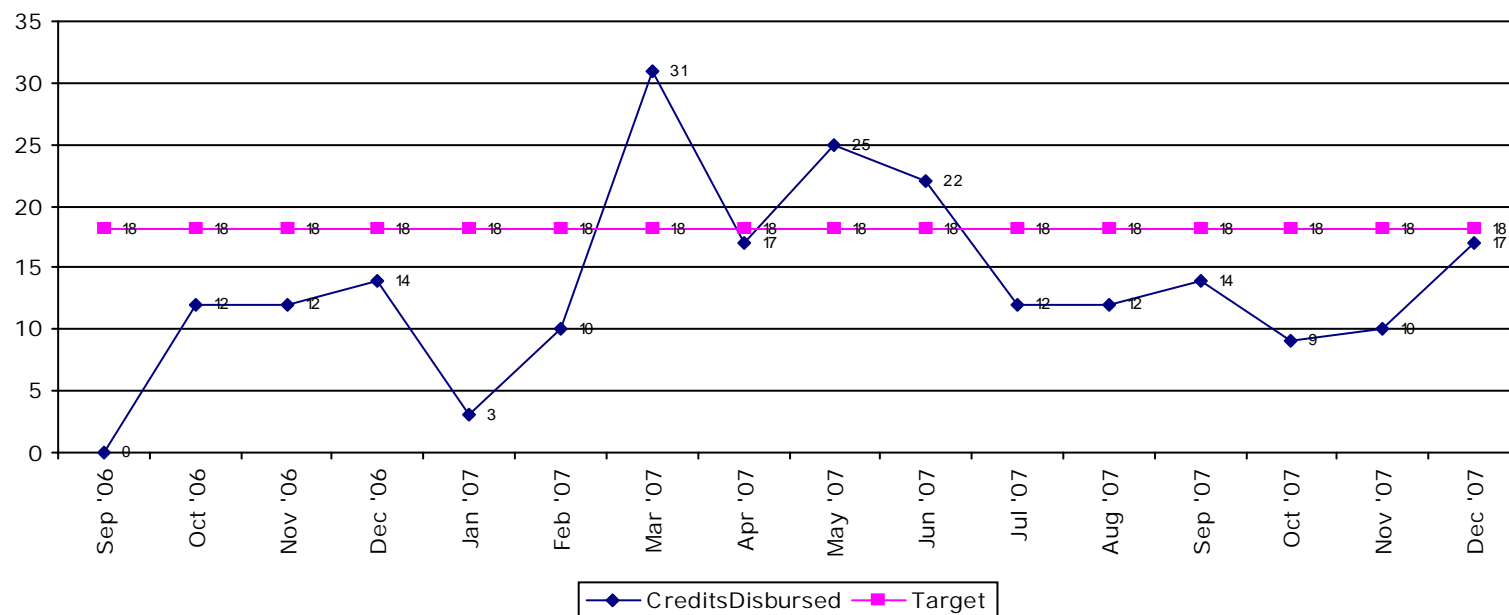


Nr of business plans created versus target, according to DAs contracts (2006-2010)

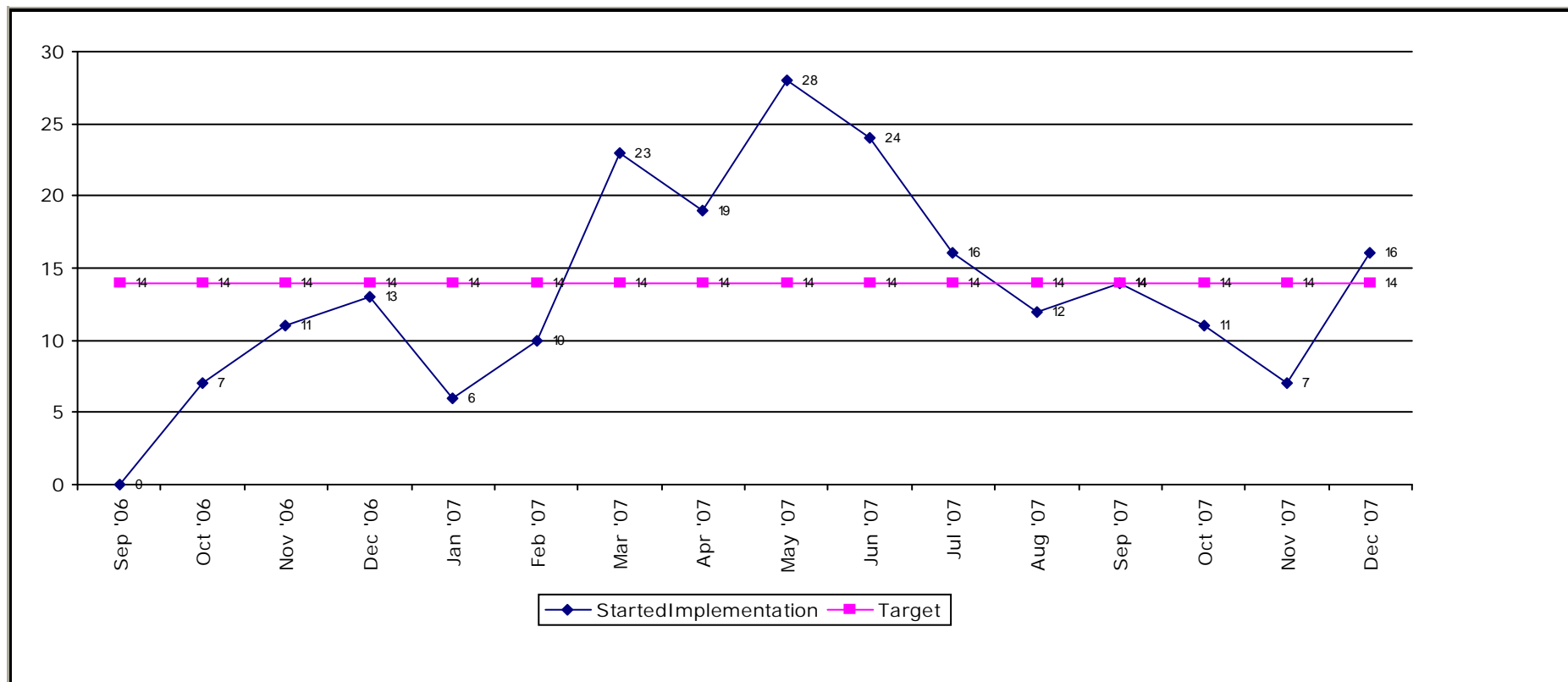


Rural Business Development Component

Nr of loans disbursed versus target according to DAs contracts (2006-2010)



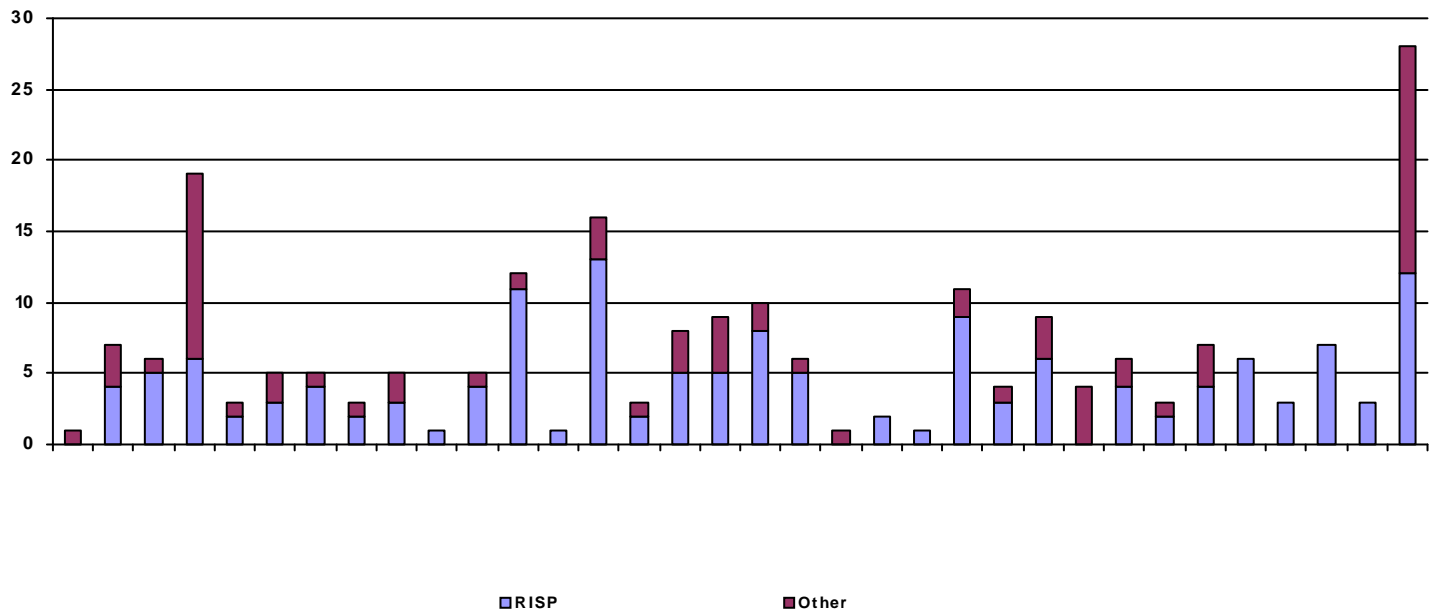
RBs started operational activity versus target according to DAs contracts (2006-2010)



Rural Business Development Component

Nr of loans disbursed by raions

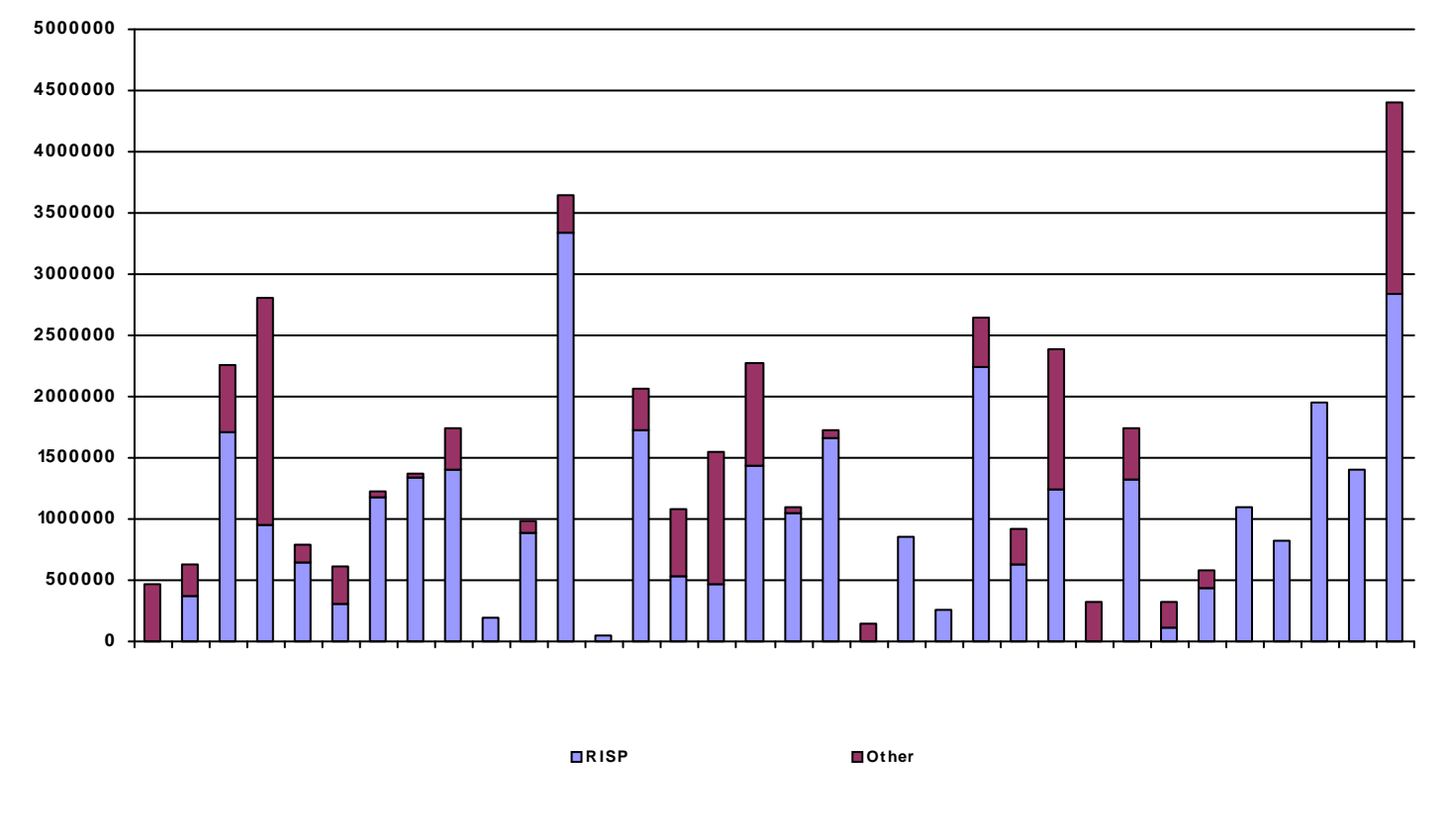
Cumulative figures of RISP as for 31/12/07



Rural Business Development Component

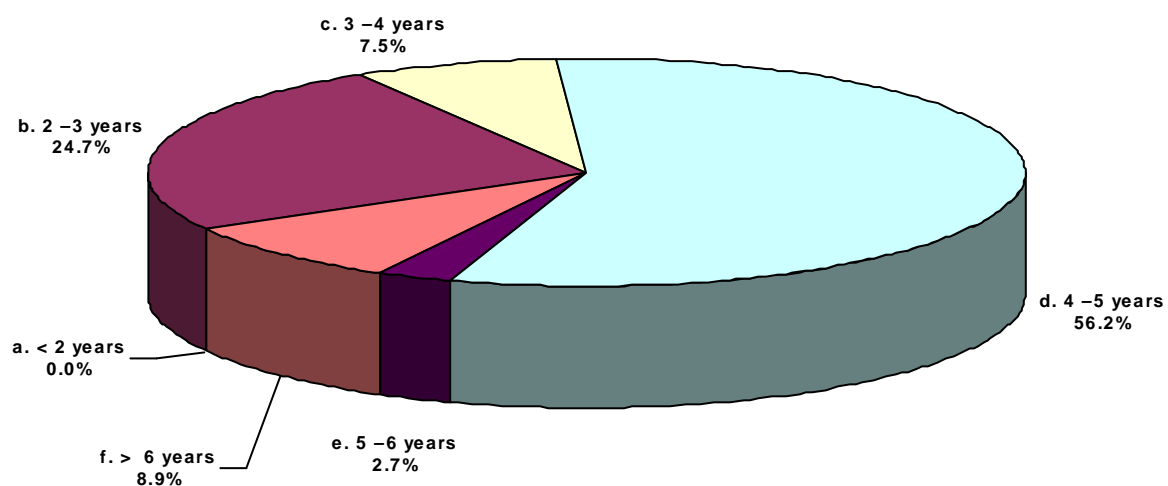
Amount of Loans Disbursed by Regions and Sources of Funding, MDL

Cumulative figures of RISP as for 31/12/07



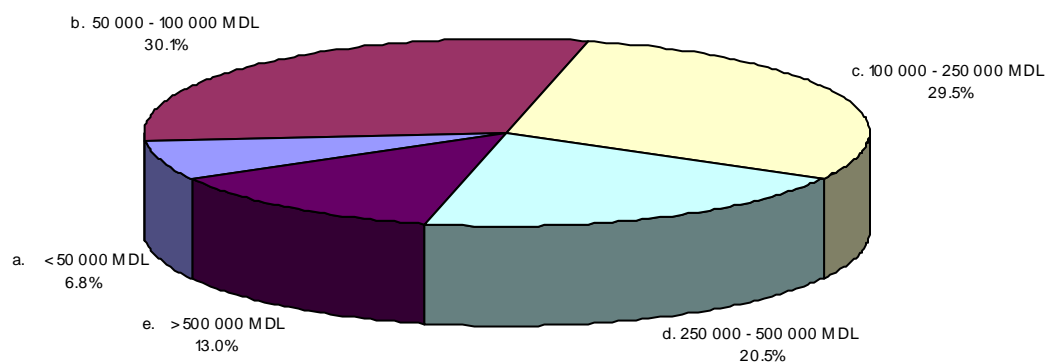
Structure of RIS P loans by credit period

Cumulative figures of RIS P as for 31/12/07



Structure of RISP loans by amount, MDL

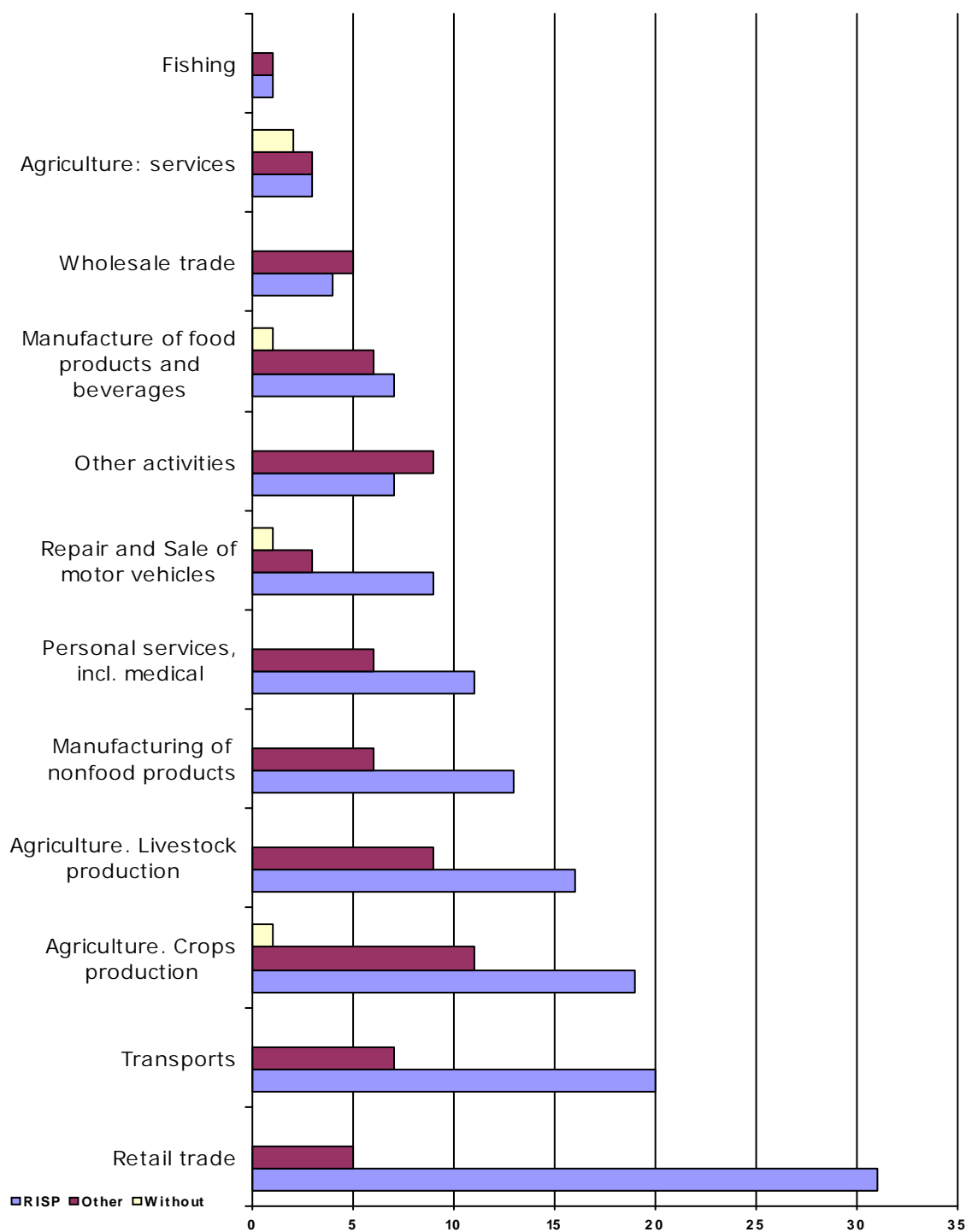
Cumulative figures of RISP as for 31/12/07



Rural Business Development Component

Breakdown of Rural Businesses Started by Activity and Sources of Funding

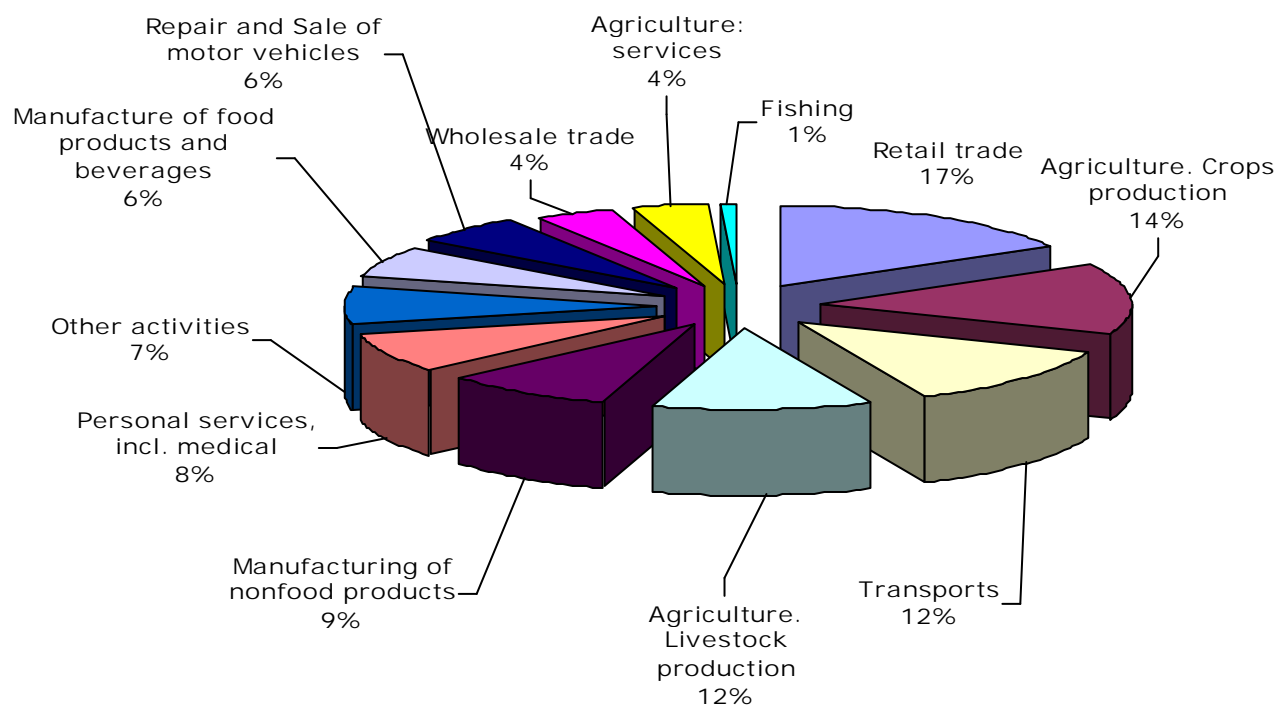
Cumulative figures of RISP as for 31/12/07



Rural Business Development Component

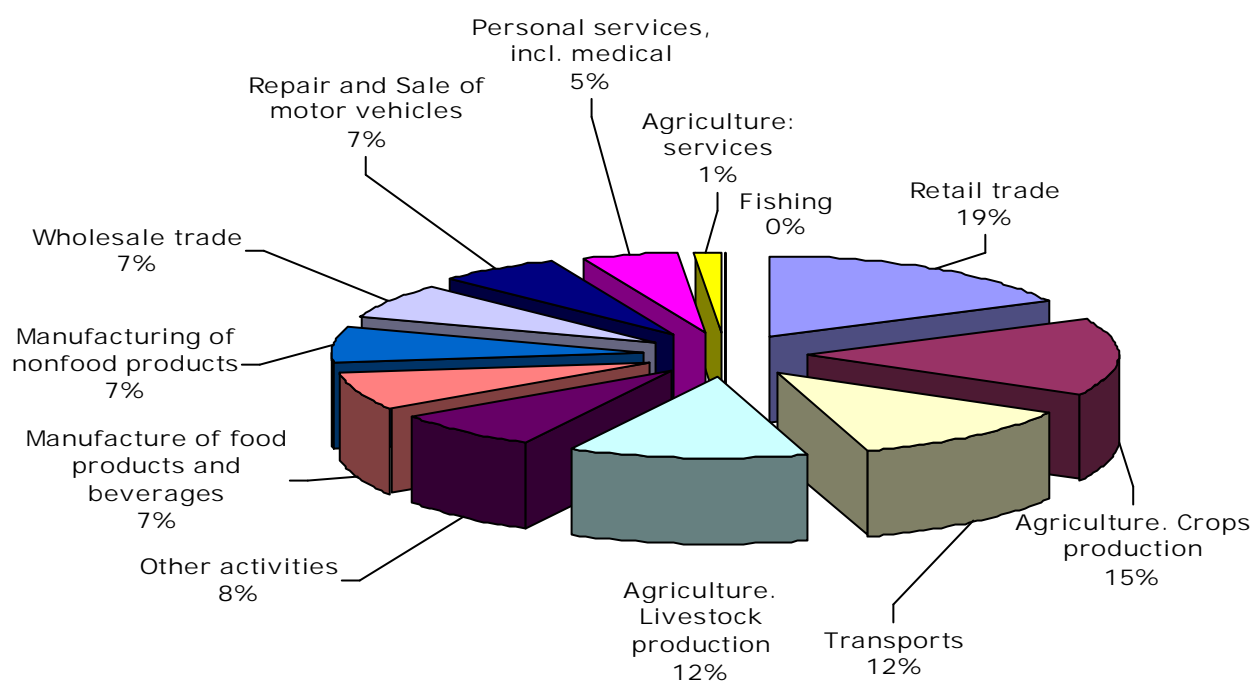
Cumulative figures of RISP as for 31/12/07

Breakdown of Rural Businesses Started by Activity (Number of RBs)



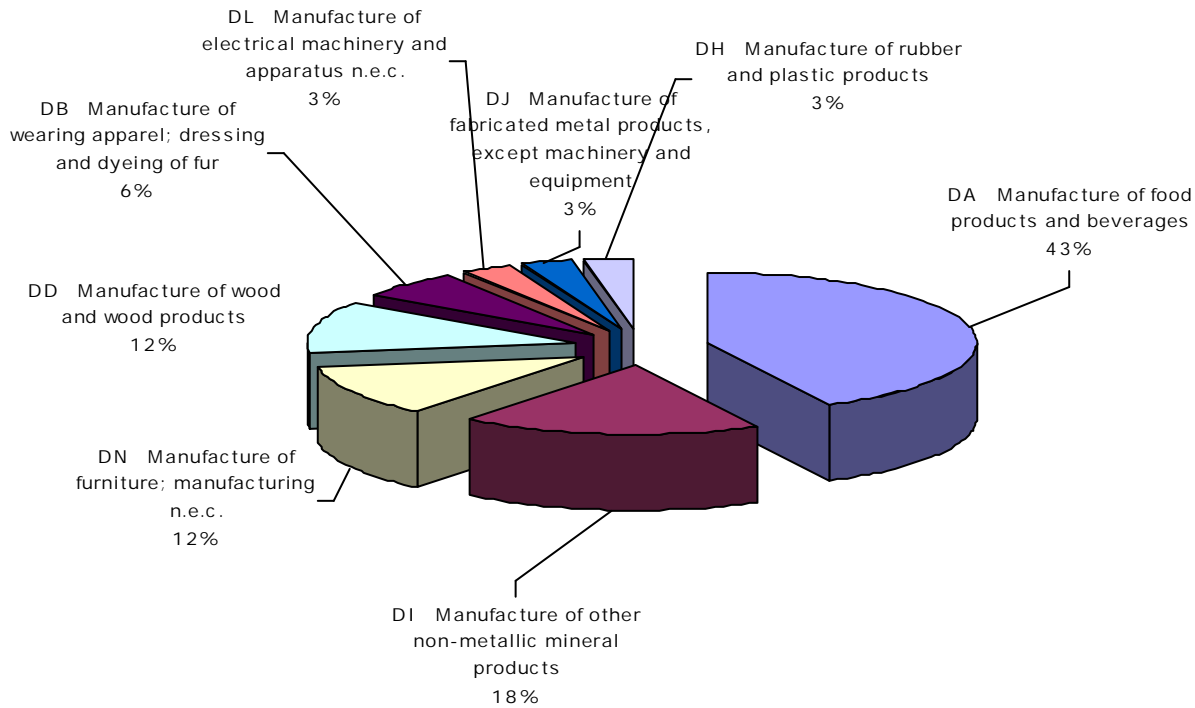
Annex RBD 22a

Breakdown of Rural Businesses Started by Activity (Investments' Ammounts)



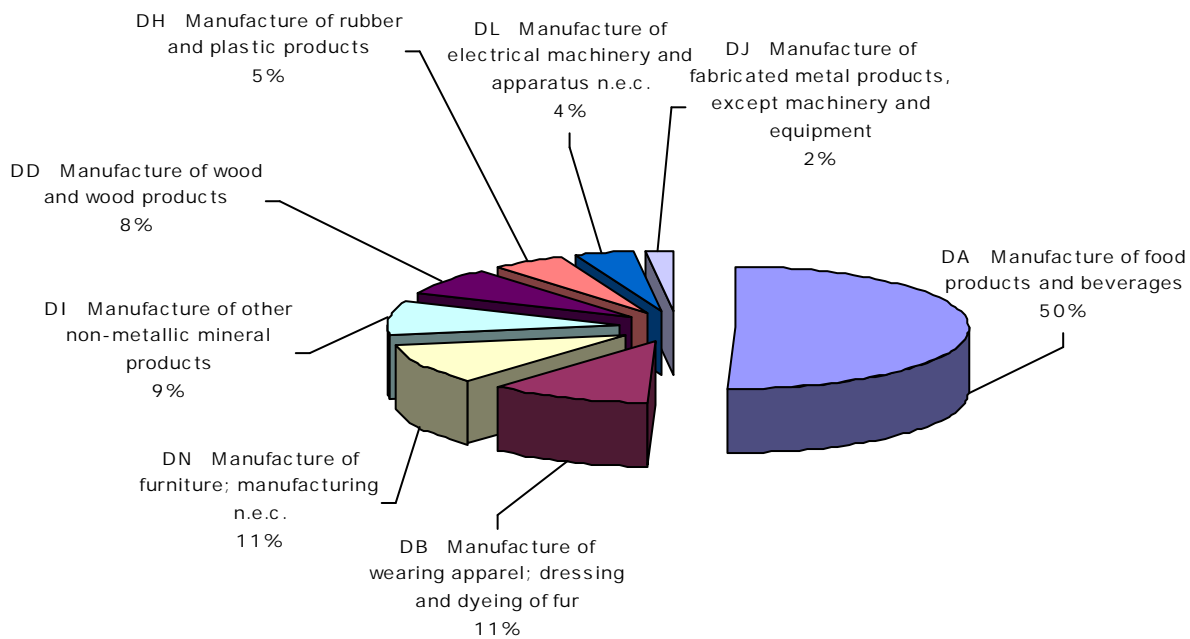
Annex RBD 23

Subcategory: Breakdown of Manufacturing RBs (Number of Credits)



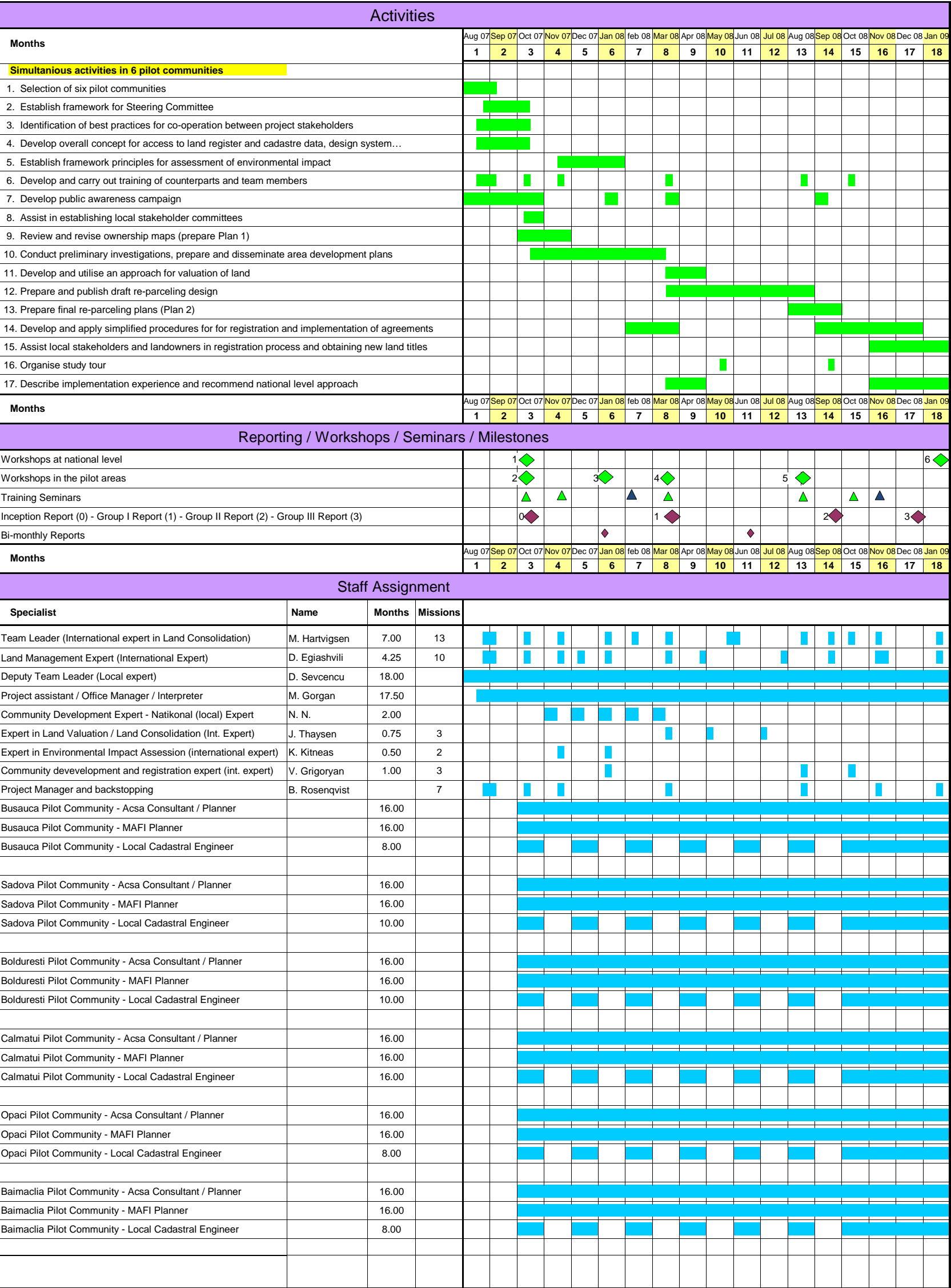
Annex RBD 23a


Subcategory: Breakdown of Manufacturing RBs (Credit amounts)



ANNEX REP 1 - Project Implementation Plan (Preliminary Timeline of activites, staff assignments and reporting).

1 November 2007





-  Workshops
- (1) Project Launch Workshop;

(2) Pilot Projects site selected - introduction to local communities;

(3) Results of analysis phase and Selection of preferred scenario

(4) Mid-term: Final Development Plan, start of detailed land re-parceling negotiations;

(5) Final re-allotment plan presented and discussed with communities

(6) Final national workshop
-  Training Seminar for directly involved stakeholders and counterparts
-  Training Seminar for staff from central and local government not directly involved in the field work



TERRA INSTITUTE LTD.



Team Leader Morten Hartvigsen, Orbicon A/S
 Project Manager Bo Rosenqvist, Niras AB
 9. July 2007

Note on the selection of 6 pilot communities for the land re-parceling project

Criteria and process for selection of pilot communities

The selection of 6 very suitable pilot communities is crucial for a successful implementation of the project. The Terms of Reference for the project (section D) specifies 15 criteria of importance for this selection. These are, not in order of priority:

1. *Existence of family farms with potential for commercial farming and a desire to form contiguous parcels and eventually enlarge the farms..*
2. *Fragmentation of parcels.*
3. *An existing land market (presence of both potential sellers and buyers).*
4. *Current and reliable land price information, or a robust alternative for valuing land.*
5. *Public land available (through sales and exchange) to catalyze the process.*
6. *A relatively small number of absentee owners.*
7. *A high level of completion of land reform / privatization and registration of land ownership (on a national level, 85 % of rural properties registration is expected to be completed by summer 2007).*
8. *A relatively high level of satisfaction among local landowners and stakeholders with the privatization process and outcome.*
9. *Few land disputes and no problematic ones.*
10. *Soil with good potential for agricultural production.*
11. *Location within a designated economic growth area of the country (land re-parceling can be linked to other development activities, including locations participating in other RISP-II components).*
12. *Existence of digital cadastral maps and other thematic maps.*

- 13. Plans / measures for sustainable local rural development and infrastructure improvement.*
- 14. Initiative and commitment from local government, including the willingness and capacity of the Mayoralty Secretary to provide notary services for a reduced fee.*
- 15. Potential availability of local expertise in land re-parceling design and land use planning (e.g. former staff of the USAID LPSP project or government Planning Institute for Land Management).*

Prior to the first mission of the project manager and the team leader 1 – 4 July, 2007, the selection process was started by Ministry of Agriculture and Food Industry (MAFI) together with the RISP component coordinator, Mr. Oleg Horjan. The Council in each raion was invited to propose 3 candidate locations for the pilot communities of the project. According to MAFI (Mr. Botnarenco) the raions were asked to appoint the candidate communities based on the above mentioned criteria in the terms of reference. Based on this, a list of 100 candidate communities was elaborated. Subsequently and still prior to the mission, MAFI together with Mr. Horjan has prepared a so-called “short-list” of 17 villages based on the list of 100 villages / communities. A document has been prepared to try to show how these 17 communities meet the selection criteria.

It is the assessment of the contractor, that the importance of a thorough, open and transparent selection process can not be over-estimated.

It is the assessment of the contractor that it is necessary before the second project mission planned from 27 August 2007, to:

- *Add additional criteria for the selection.*
- *Amend the so-called “short-list” with at least additional 15 villages, partly from the initial list of the 100 villages and partly new villages proposed through the ACSA network. The additional villages will also be proposed based on the criteria (including the below mentioned additional criteria).*
- *Collect more detailed information about the situation in these at least 32 villages.*
- *Revise the format and content of the document that shall describe how the then 32 or more villages meet the selection criteria.*
- *Develop an evaluation method to rate the villages against the criteria.*
- *Based on the rating prepare a short-list of 15-20 villages and to visit each of them to validate the collected information and if necessary add additional information / description of the situation in the village.*

This should allow the contractor together with MAFI to make the final selection of the 6 pilot communities during the late August / September mission and have it confirmed by the project Steering Committee if this is found necessary by MAFI. To do this the contractor together with MAFI will set up an Evaluation Committee consisting of Ion Botnarenco, MAFI, Oleg Horjan, Dumitru Sevcenco, Morten Hartvigsen, David Egiashvili and Constantin Ojog, ACSA.

The tasks during July and August in relation to the selection of pilot villages will be carried out by the contractor (deputy team leader Mr. D. Sevcenco under the supervision of the team leader) together with Mr. Horjan (RISP component coordinator) and in cooperation with MAFI.

Additional criteria

The project manager and the team leader together with Mr. Horjan and Mr. Sevcenco and staff from ACSA (sub-contractor) visited during 3 July two of the proposed 17 candidate villages; Opaci village and Tocuz village, both in Causeni raion, to get first hand information and to validate the collected information on how these villages meet the selection criteria. The team met with the mayor and staff at the Mayor's office in both villages together with the agricultural director in Causeni raion and local farmers.

During this visit to the two villages, it became clear to the contractor that it will be necessary to add an additional criteria for the selection and also to collect more detailed information on how the short-listed villages meet the criteria.

In Tocuz village it turned out that there is an unclear situation in relation to land ownership / use of parcels. During the privatization the villagers each were allocated one parcel of arable land, one parcel of orchard and one parcel of vineyard. However, the villagers decided to further sub-divide the parcels after species of trees / type of grapes. This has resulted in the present situation where each landowner use 3-4 parcels of orchard (e.g. apple, plum and pear) and 3-4 parcels of vineyard. This was never registered on the cadastral maps and in the land register. Before a land re-parceling project can begin in the village, it would be necessary to register the actual situation with the high degree of fragmentation or alternatively to agree with the villagers that they should go back to using the land parcels which they have the title to. In Tocuz village around 800 hectares are affected by this problem. In relation to the selection of pilot communities, such an unclear situation should be avoided.

The collected information to assess to which degree the 17 already "short-listed" villages meet the selection criteria did not indicate this serious situation. Therefore more detailed information is necessary in form of a short description of the actual situation.

During discussions in Opaci and Tocuz villages, it was confirmed to the contractor that many villages in Moldova are dominated by big corporate farms that use (mainly through lease agreements) from 300 – 2000 hectares or more, often in more than one village. Development of private family farms, which are the main target group of the land re-parceling project, is very difficult in villages dominated by such corporate farms. Therefore an additional selection criteria shall be added:

16. Absence of big corporate farms in the village.

Method to rate the proposed villages against the criteria

It is the intention of MAFI that the 6 pilot locations shall be selected in different geographical areas of Moldova in order to ensure that different rural conditions are reflected in the project and also to spread project experiences to different parts of the country. Therefore, it is suggested to divide the

country in three geographical “zones” for the selection; north, central and south. It is further the proposal of the contractor to select two pilot communities in each of these “zones”.

It is the assessment of the contractor that all the selection criteria are not equal important for the selection of the best possible pilot communities (e.g. existence of family farms with potential for commercial farming is more important than the availability of a public land reserve, because it can be expected that many landowners will be willing to sell their land since it is not important to them and they are not engaged in farming activities).

The team leader will within the next week try to develop a method to rate the now 16 selection criteria and transfer this information to the deputy team leader, Mr. Sevcenco, and Mr. Horjan as a basis for their continued work with the selection during July and August. The team leader will also give detailed input to the amendment of the form used to describe the already “short-listed” 17 villages.

Project organization

The local project staff will consist of the deputy team leader, Mr. Sevcenco and a project assistant contracted by the contractor, the RISP component coordinator, Mr. Horjan, and a Government contribution of 6 counterparts from MAFI (for monitoring and supervision).

The contractor will finance, equip and provide necessary transportation for 6 local land re-parceling planners, one for each pilot community. In addition the Government will contribute with and finance 6 full-time land re-parceling planners, one for each pilot community. These will come from the agricultural departments of the raions in which the pilot will be located. Terms of Reference for the two groups of the land re-parceling planners will be developed by project staff and will be discussed with MAFI and other counterparts at the August/September mission.

MINISTERUL
AGRICULTURII
ȘI INDUSTRIEI ALIMENTARE
AL REPUBLICII MOLDOVA



МИНИСТЕРСТВО
СЕЛЬСКОГО ХОЗЯЙСТВА
И ПИЩЕВОЙ ПРОМЫШЛЕННОСТИ
РЕСПУБЛИКИ МОЛДОВА

ORDINUL
ПРИКАЗ

mun. Chișinău

14 august

№ *171*

Cu privire la constituirea
Comitetului tehnic pentru
administrarea proiectelor-pilot de
re-parcelare a terenurilor agricole

În scopul unei bune administrări a implementării proiectelor pilot și în
conformitate cu termenii de referință pentru o Companie de consultanți internaționali,

ORDON:

1. Se constituie Comitetului tehnic pentru administrarea proiectelor-pilot de re-parcelare a terenurilor agricole în următoarea componență:

Ștefan Calancea	- Viceministru al agriculturii și industriei alimentare, președinte;
Ștefan Crigan	- Vicedirector general al Agenției Relații Funciare și Cadastru;
Ion Botnarenco	- șef al Direcției Consolidarea Terenurilor Agricole a MAIA, vicepreședinte;
Morten Hartvigsen	- lider al echipei de consultanți internaționali;
Liviu Gumovschi	- Director Executiv al Unității Consolidate pentru Implementarea și Monitorizarea Proiectelor în domeniul Agriculturii, finanțate de Banca Mondială (UCIMPA);
Constantin Ojog	- Director executiv al Agenției Naționale pentru Dezvoltarea Rurală;
Oleg Horjan	- coordonator al Componentei de re-parcelare a terenurilor, RISP-II.
David Eghiașvili	- expert internațional pe problemele administrării terenurilor;
Dumitru Șevcenco	- adjunct al liderului echipei de consultanți internaționali.

2. Controlul asupra executării prezentului ordin îl exercită dl Ștefan Calancea, Viceministru.

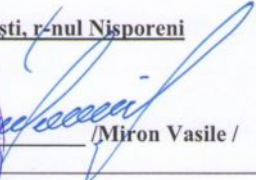

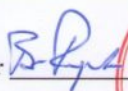
Ministru



Anatolie GORODENCO

ACORD	AGREEMENT
<p>privind colaborarea dintre Proiectul Pilot de Re-parcelare a terenurilor agricole și Primăria <u>Boldurești, r-nul Nisporeni</u></p> <p><i>mun. Chișinău 10 octombrie 2007</i></p>	<p>on cooperation between Land re-parceling pilot project and Primaria <u>Boldurești, r-nul Nisporeni</u></p> <p><i>District Chisinau 10 October 2007</i></p>
<p>Proiectul Pilot de Re-parcelare a terenurilor agricole, reprezentată de managerul de proiect Bo Rosenqvist (în continuare „Proiect”) și Primăria Boldurești, r-nul Nisporeni, reprezentată de Primarul Miron Vasile (în continuare „Primăria”), numite în continuare Părți, au convenit asupra următoarelor:</p>	<p>Land Re-parceling Pilot Project, officially represented by project manager Mr. Bo Rosenqvist, hereinafter called „Project” and Mayorality of Boldurești village, Nisporeni raion, officially represented by Mayor Miron Vasile, hereinafter called „Primaria”, hereby agree on the following:</p>
<p>I. OBIECTUL ACORDULUI</p>	<p>I. AGREEMENT PROVISIONS</p>
<p>1.1. Obiectul prezentului Acord constă în colaborarea dintre Părți în scopul implementării proiectului „Implementarea Proiectelor Pilot de Re-parcelare a terenurilor agricole în șase sate” în Moldova, finanțat de Banca Mondială și SIDA și implementat de consorțiuul condus de Compania NIRAS AB din Suedia. În sensul prezentului Acord, prin colaborare se înțelege:</p> <ul style="list-style-type: none"> • din partea Proiectului: acordarea consultanței Primăriei conform prevederilor cap. III din prezentul Acord, precum și suportarea cheltuielilor specificate la pct.3.4. din prezentul Acord; • din partea Primăriei: efectuarea unui set de lucrări conform cap. II din prezentul Acord. 	<p>1.1. Objective of the current agreement is to establish cooperation between parties of the current agreement in order to implement „Land re-parceling pilot project in 6 villages” in Moldova, financed by „World Bank” and „SIDA” and implemented by consortium of companies lead by Swedish company NIRAS AB. As cooperation it is understood:</p> <ul style="list-style-type: none"> • From Project side: Provide consultancy to Primaria and execute set of activities according to terms of cooperation stated in chapter 3 of the current agreement, and to finance costs specified in paragraph 3.4. of current Agreement; • From Primaria side: to execute a set of activities stated in chapter II of current agreement.
<p>1.2. Prevederile prezentului Acord vor fi interpretate pe larg, reieșind din conținutul obligațiilor Părților</p>	<p>1.2. Statements of the current Agreement are interpreted widely, as a result of parties obligations.</p>
<p>II. OBLIGAȚIILE PRIMĂRIEI</p>	<p>II. PRIMARIA OBLIGATIONS</p>
<p>2.1. Primăria se obligă:</p> <ul style="list-style-type: none"> • să asigure cu spațiu și telefon echipa locală și să asigure paza echipamentului utilizat în perioada implementării proiectului de re-parcelare; • să delegeze din partea Primăriei ingenerul cadastral al primăriei în echipa ce va efectua lucrările de implementare a proiectului de re-parcelare a terenurilor; • să acorde asistență echipei locale și Proiectului la implementarea proiectului pilot de re-parcelare benevolă a terenurilor agricole; • să asigure autentificarea de către secretarul consiliului local a contractelor de înstrăinare (vânzare-cumpărare, donație, schimb) a terenurilor cu destinație agricolă la preț redus și să le prezinte Oficiului cadastral teritorial pentru înregistrarea drepturilor născute în temeiul lor. 	<p>2.1. Primaria is obliged to:</p> <ul style="list-style-type: none"> • Provide a local team implementing the project with office space and telephone line and to guarantee safety of the provided equipment during whole implementation period. • To delegate cadastral engineer which is employed by primaria, in the local team for a period of land re-parceling project implementation. • To provide assistance to the „Project” and to fully support activities undertaken for successful implementation of the voluntary based land re-parceling pilot; • To assure that local council secretary will provide notary services and contract legalization procedures (selling-buig, donation, exchange) for a reduced fees and to present contracts to Raional Cadastral Office for registration of property rights which result from transaction.

III. OBLIGAȚIILE PROIECTULUI	III. PROJECT OBLIGATIONS
<p>3.1. Proiectul se obligă să acorde asistență și consultanță gratis Primăriei în procesul realizării obiectului prezentului Acord.</p> <p>3.2. Asistența și consultanța acordată de Proiect va consta în:</p> <ul style="list-style-type: none"> • implementarea proiectului de re-parcelare a terenurilor agricole în localitate; • întocmirea și petrecerea companiei de informare; • întocmirea și efectuarea seminarelor de instruire a părților cointerestate și instruirea membrilor echipelor locale. • asigurarea echipei locale cu echipament și consumabile pe perioada implementării proiectului; • elaborarea modelelor de contracte și punerea acestora la dispoziția secretarului consiliului local. <p>3.3. Proiectul, în comun cu Primăria:</p> <ul style="list-style-type: none"> • va dezvolta și utiliza metode de evaluare a terenurilor agricole în scopul implementării proiectului de re-parcelare; • va efectua planificarea reparației terenurilor agricole și va elabora planuri de dezvoltare a comunității; • va asista proprietarii și echipa locală în implementarea și înregistrarea acordurilor de re-parcelare a terenurilor agricole din localitate. <p>3.4. Proiectul va suporta următoarele tipuri de cheltuieli:</p> <ul style="list-style-type: none"> • taxa de stat, care se achită în bugetul de stat la perfectarea și autentificarea tranzacțiilor funciare; • plata pentru obținerea extrasului din registrul bunurilor imobile și înregistrarea drepturilor deținătorilor de teren la Oficiul cadastral teritorial. <p>3.5. Plățile vor fi efectuate de către Proiectul pe conturile respective.</p>	<p>3.1. In order to achieve objective of the current agreement, Project is obliged to provide Primaria with assistance and consultancy services on a gratuitous basis.</p> <p>3.2. Assistance and consultancy services include the following:</p> <ul style="list-style-type: none"> • To implement agricultural land re-parceling project in community; • To elaborate and carry out informative (awareness) campaign; • To develop and carry out training program for stakeholders and carry out teching seminars for team members. • To provide local team with equipment and consumables during project implementation period. • To develop contract models and to submit it to local council secretary. <p>3.3. In cooperation with Primaria Project will:</p> <ul style="list-style-type: none"> • Develop and utilize valuation methods of agricultural lands as means of project implementation; • Carry out programming of land re-parceling procedures and elaborate community development plans. • Provide assistance to land owners and to local team in registration and execution of re-parceling agreements. <p>3.4. Project will cover the following expences:</p> <ul style="list-style-type: none"> • National tax for authentication and legalisation of property transactions. • Fees necessary for obtaining extracts from Real Estate Register and Registration of newly created property rights (owners) in Raional Cadastral Office. <p>3.5. Payments will be transferred by the Project on the respective accounts.</p>
IV. TERMENUL ACORDULUI	IV. DURABILITY OF AGREEMENT
<p>4.1. Prezentul Acord se încheie pentru perioada necesară atingerii scopului acestuia, dar nu va dura mai târziu de 31 ianuarie 2009.</p> <p>4.2. Proiectul va fi, de asemenea, eliberată de executarea obligațiilor care rezultă din prezentul Acord, dacă Banca Mondială și SIDA vor înceta relațiile prin care aceștia finanțează asistența acordată Republicii Moldova pentru implementarea acestui proiect.</p>	<p>4.1. Current Agreement is signed for a period necessary to achieve its statements, but not longer than January 31st, 2009.</p> <p>4.2. Project will waive its obligations in case if World Bank and SIDA will stop financial aid provided for Republic of Moldova and for the land re-parceling project, in particular.</p>

V. DISPOZIȚII FINALE	V. FINAL PROVISIONS
<p>5.1. Primăria este responsabilă pentru executarea condițiilor, stipulate la cap. II din prezentul contract. În cazul în care Primăria nu va respecta obligațiunile asumate în cadrul prezentului Acord, Proiectul își rezervă dreptul de a suspenda unilateral executarea prezentului Acord până la onorarea de către Primărie a obligațiilor asumate. În acest caz, Proiectul va notifica Primăria despre decizia de suspendare a implemetării proiectului de re-parcelare și va informa autoritatea administrației publice locale de nivelul întâi, Ministerul Agriculturii și Industriei Alimentare și Banca Mondială.</p> <p>5.2. Acordul intră în vigoare și are forță juridică de la data semnării de către Părțile acestuia;</p>	<p>5.1. Primaria is responsible for execution of statements from chapter 2 of current agreement. In case if Primaria will not fulfill conditins of present agreement, Project has the right to unilaterally stop execution of agreement until Primaria will follow its obligations. In case if Primaria will continue violating terms of the project, management of the Project will notify Primaria, about decision to cancel project implementation, as well as Ministry of Agriculture and Food Industry together with World Bank.</p> <p>5.2. The following Agreement is juristically valid and enters into force from day when signed.</p>
VI. ADRESELE ȘI SEMNĂTURILE PĂRȚILOR	VI. ADDRESSES AND SIGNATURES OF PARTIES
<p><u>Primăria Boldurești, r-nul Nisporeni</u></p> <p>Primar  /Miron Vasile /</p> 	<p><u>Proiectul Pilot de Re-parcelare a terenurilor agricole</u></p> <p>Manager  /Bo Rosenqvist /</p> <p>l.s.</p> 